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NEW YORK, U.S.A.

How I Improved My Memory In One Evening

The Amazing Experience of Victor Jones

"Of course I place you! Mr. Addison Sims of Seattle.

"If I remember correctly—and I do remember correctly—Mr. Burroughs, the lumberman, introduced me to you at the luncheon of the Seattle Rotary Club three years ago in May. This is a pleasure indeed! I haven't laid eyes on you since that day. How is the grain business? And how did that amalgamation work out?"

The assurance of this speaker—in the crowded corridor of the Hotel McAlpin—compelled me to turn and look at him, though I must say it is not my usual habit to "listen in" even in a hotel lobby.

"He is David M. Roth, the most famous memory expert in the United States," said my friend Kennedy, answering my question before I could get it out. "He will show you a lot more wonderful things than that, before the evening is over."

And he did.

As we went into the banquet room the toastmaster was introducing a long line of the guests to Mr. Roth. I got in line and when it came my turn, Mr. Roth asked, "What are your initials, Mr. Jones, and your business connection and telephone number?" Why he asked this, I learned later, when he picked out from the crowd the 60 men he had met two hours before and called each by name without a mistake. What is more, he named each man's business and telephone number, for good measure.

I won't tell you all the other amazing things this man did except to tell how he called back, without a minute's hesitation, long lists of numbers, bank clearings, prices, lot numbers, parcel post rates and anything else the guests gave him in rapid order.

When I met Mr. Roth—which you may be sure I did the first chance I got—he rather bowled me over by saying, in his quiet, modest way:

"There is nothing miraculous about my remembering anything I want to remember, whether it be names, faces, figures, facts or something I have read in a magazine.

"You can do this just as easily as I do. Anyone with an average mind can learn quickly to do exactly the same things which seem so miraculous when I do them.

"My own memory," continued Mr. Roth, "was originally very faulty. Yes it was—a really poor memory. On meeting a man I would lose his name in thirty seconds, while now there are probably 10,000 men and women in the United States, many of whom I have met but once, whose names I can call instantly on meeting them."

"That is all right for you, Mr. Roth," I interrupted, "you have given years to it. But how about me?"

"Mr. Jones," he replied, "I can teach you the secret of a good memory in one evening. This is not a guess, because I have done it with thousands of pupils. In the first of seven simple lessons which I have prepared for home study, I show you the basic principle of my whole system and you will find it—not hard work as you might fear—but just like playing a fascinating game. I will prove it to you."

He didn't have to prove it. His Course did; I got it the very next day from his publishers, the Independent Corporation.

When I tackled the first lesson, I suppose I was the most surprised man in forty-eight states to find that I had learned—in about one hour—how to remember a list of one hundred words so that I could call them off forward and back without a single mistake.

That first lesson stuck. And so did the other six.

Read this letter from Terence J. McManus, of the firm of Olcott, Bonyng, McManus & Ernst, Attorneys and Counsellors at Law, 170 Broadway, and one of the most famous trial lawyers in New York:

"May I take occasion to state that I regard your service in giving this system to the world as a public benefaction. The wonderful simplicity of the method, and the ease with which its principles may be acquired, especially appeal to me. I may add that I already had occasion to test the effectiveness of the first two lessons in the preparation for trial of an important action in which I am about to engage."

Mr. McManus didn't put it a bit too strong.

The Roth Course is priceless! I can absolutely count on my memory now. I can call the name of most any man I have met before—and I am getting better all the time. I can remember any figures I wish to remember. Telephone numbers come to mind instantly, once I have filed them by Mr. Roth's easy method. Street addresses are just as easy.

The old fear of forgetting (you know what that is) has vanished. I used to be "scared stiff" on my feet—because I wasn't sure. I couldn't remember what I wanted to say.

Now I am sure of myself, and confident, and "easy as an old shoe" when I get on my feet at the club, or at a banquet, or in a business meeting, or in any social gathering.

Perhaps the most enjoyable part of it all is that I have become a good conversationalist—and I used to be as silent as a sphinx when I got into a crowd of people who knew things.

Now I can call up like a flash of lightning most any fact I want right at the instant I need it most. I used to think a "hair trigger" memory belonged only to the prodigy and genius. Now I see that every man of us has that kind of a memory if he only knows how to make it work right.

I tell you it is a wonderful thing, after groping around in the dark for so many years to be able to switch the big searchlight on your mind and see instantly everything you want to remember.

This Roth Course will do wonders in your office.

Since we took it up you never hear anyone in our office say "I guess" or "I think it was about so much" or "I forget that right now" or "I can't remember" or "I must look up his name." Now they are right there with the answer—like a shot.

Have you ever heard of "Multigraph" Smith? Real name H. Q. Smith, Division Manager of the Multigraph Sales Company, Ltd., in Montreal. Here is just a bit from a letter of his that I saw last week:

"Here is the whole thing in a nutshell: Mr. Roth has a most remarkable Memory Course. It is simple, and easy as falling off a log. Yet with one hour a day of practice, anyone—I don't care who he is—can improve his Memory 100% in a week and 1,000% in six months."

My advice to you is don't wait another minute. Send to Independent Corporation for Mr. Roth's amazing course and see what a wonderful memory you have got. Your dividends in increased earning power will be enormous.

VICTOR JONES

Send No Money

So confident is the Independent Corporation, the publishers of the Roth Memory Course, that once you have an opportunity to see in your own home how easy it is to double, yes, triple your memory power in a few short hours, that they are willing to send the course on free examination.

Don't send any money. Merely mail the coupon or write a letter and the complete course will be sent, all charges prepaid, at once. If you are not entirely satisfied send it back any time within five days after you receive it and you will owe nothing.

On the other hand, if you are as pleased as are the thousands of other men and women who have used the course send only \$5 in full payment. You take no risk and you have everything to gain, so mail the coupon now before this remarkable offer is withdrawn.

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THE OLDEST ILLUSTRATED WEEKLY NEWSPAPER IN THE UNITED STATES

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THANKS to a pass from an indulgent general and to the possessor of an army staff automobile, I was able

to penetrate into erstwhile Germany almost immediately after the signing of the armistice. True, Metz and all Lorraine were not officially American hunting-grounds, being assigned to the French army for occupation. But there was so much jubilation there that the presence of one or two Americans would not be noticed, so I entered boldly and took part in the celebration with as much freedom as though I had been in horizon blue instead of olive drab.

I drove north from Toul along the beautiful valley of the Moselle, a deep indentation in the mass of towering hills that form the natural barricades of Metz, made still more formidable by the great fortresses erected upon them. Altogether there are more than a dozen of these forts implanted within these hills, each one a marvel of defensive strength, and all chained together by a system of connecting earthworks, or, more truthfully, masonry. Altogether, this section of the earth's surface strikes one as being well-nigh impregnable. And just to make the forts appear more formidable, the Hun christened them after the names of some of his most terrible ones. There was the Feste Kronprinz, the Feste Graf von Goebelin, Feste Prinz von Wurtemberg, Feste Kaiserin, etc.; the Hun fondly imagining, perhaps, that these mere names would strike terror into the heart of a possible invader. Nevertheless they were amply buttressed by physical means, as I discovered from personal examination. I climbed into their armored turrets, peered through the muzzle of their guns, picked up the shells that were handily stacked up ready to be served at me only a few days before; stepped into the elevators that were used for bringing up the shells from the storerooms below. Then I walked through these storerooms, blocks and blocks of them filled with shells, all nicely labeled in careful boche hieroglyphics showing the kind of shell, date of storage and other information, the immense quantity indicating that the Hun was prepared for a long siege in the effort to hold Metz.

But interesting as the forts were, I felt obliged to tear myself away from them, for as I walked upon the parapet of each one and took the posts formerly occupied by the sentries, I could see Metz beckoning to me in the distance, and it had all the charm of some beleaguered city of medieval times, as indeed such it was. So I bade *au revoir* to the poilu guards, who, in their camaraderie, had waived the rules against visitors, and permitted me these rare studies of the latest fashion in forts, and I continued eagerly on my way toward Metz. The road led through miles and miles of camouflage,

On the Heels of the Hun in Metz

By an AMERICAN OFFICER



Germany's fallen idols at Metz overthrown by the populace. In 1903 Kaiser Wilhelm himself posed for the statue of the prophet Daniel which is set up on the facade of the old Cathedral at Metz. It is an exact portrait, military mustache included. It has always been the joke of the artistic world and now is the joke of all the world. The people of Metz have shackled the hands with handcuffs and have hung on the statue the motto, *Sic transit gloria mundi* (Thus passes the glory of the world). In very truth the people of Metz have made the Hohenzollern idols bite the dust and one of them has been pitched into a fountain.

for though the roadways were already covered by magnificent overarching trees, the boche sought further protection by stretching nets from one tree-trunk to another and covering them with masses of green camouflage material ten feet high. Where there were no trees, the road was screened by a series of camouflage wings, arranged like the wings on a theatre stage. Miles of this lined the road to Metz, punctured here and there by movable barbed-wire entanglements marking the support and reserve lines of trenches, and now opened for the last time.

All along the road I met great lines of marching men, lately Allied prisoners, to whom the Germans had shown the great outdoors and said "Go!" They formed a motley procession, consisting of French, Russians, Belgians, Rumanians and British. Many of the French were wearing the red breeches and funny red caps which they wore at the first Battle of the Marne. All these older prisoners looked pale, worn and haggard. Very likely they had been working in the mines just north of this region, and probably a large percentage are now tubercular wrecks. All along the roads, as I have accompanied the army of occupation, I have seen these prisoners marching, without food and insufficiently protected against the November winds. And their regular havens were the mess kitchens of the American soldiers bivouacked along the roads and the American Quartermaster's Supply House at Toul.

I must not forget to mention another feature which has been a prominent part of the reoccupation of every reclaimed region of French soil—the returning refugees, who, even at that early date, were seeking their homes again, or, rather, seeking the remains. Some drove along in wagons, the whole family perched up on top of such household goods as they had been able to transport to safety in the days of grim leaving. But for the most part they carried only personal belongings, and were hastening along back home with as little impeding property as possible. They waved us a merry

bon jour as we whizzed past, and some I noticed were chewing gum, an American trait which conservative France shows signs of adopting, and which I saw being introduced into Germany that day.

At the outskirts of the city we came upon the huge barracks where the German soldiers were regularly garrisoned, and we took time to stop and examine them. Of special interest was the little cigar and notion store across the street where the soldiers did their shopping. It contained the same kind of trinkets and soldier comforts as the stores in France, where French and American soldiers spent their *sous*; the same sentimental postcards, only these pictured a German maid

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EDITORIAL

"Stand by the Flag:—In God We Trust"

One Hundred Per Cent. American

TRUE Americanism has just been put to its severest test. Perhaps the test is not yet ended. The terrible war told the world what American patriotism means. It disclosed its unselfishness, its high-mindedness and its single purpose to shed its blood and expend its resources to the last dollar for justice, for right and the principles of a true democracy.

At this time the world sorely needed Theodore Roosevelt and it was inexpressibly shocked by the sudden announcement of his death. He was one hundred per cent. American. As legislator, as State executive and as President of the United States his record stands in history as one of its brightest pages.

It was as an American, whole-hearted and undeviating in his patriotism, that Theodore Roosevelt endeared himself to the people. His caustic pen and his earnest voice first stirred the United States to a sense of its responsibility for the part it must play in the defeat of the malevolent Hun.

While others were pleading for peace, the vigorous voice of Theodore Roosevelt was demanding that our sword be unsheathed and that we take our part in the front rank with Great Britain and France in staying the march of the Hun.

Theodore Roosevelt meant every word he said. From his own household—almost before the call to arms was heard—went forth every one of his own brave sons. On the battlefield of France, one of them fills a humble soldier's grave.

Colonel Roosevelt himself, in spite of the infirmities of his advancing years, promptly offered his services to the nation. They were declined. Their acceptance would have thrilled the world with his indomitable spirit of enthusiasm.

Colonel Roosevelt was a fighting soldier. This was evidenced during the Spanish War. As he fought in Cuba, so he would have fought in France. He fought fair. He believed that preparation for war was the best guarantee of peace. He deserved the award of the Nobel peace prize that was given him.

The world mourns the death of Theodore Roosevelt. Born in affluence, highly educated and with all the instincts of a scholar, he turned to politics, believing that it was his duty as a good American citizen to take his part in public affairs.

He did more than any other President to make the world feel the influence of the United States and to make it know what a republican form of government means. He was far-sighted. But for him the Panama Canal would not have been built. When he sent our Navy around the world, he intended that the world should know that there was an American Navy.

He opened the door for the reconciliation of capital and labor, and was among the first of our statesmen to advocate the improvement of the condition of the toiling masses, but he was as vigorous in his defense of vested rights as he was in his denunciation of public wrongs. He was firm for the right. He was sincere. "A square deal and fair play for all" was his motto.

It was the hope of the nation, and we believe of the world, that Theodore Roosevelt might have been spared at this, the greatest of all its crises, to contribute his part in the settlement of pending questions of profoundest national and international interest.

They should be settled only by those who are one hundred per cent. American.

We pray that they may be.

Moral Cowardice

By SENATOR WILLIAM E. BORAH, of Idaho

DEMOCRACIES tend to make moral cowards of public men. Unless the people rise to the situation, unless they awaken to the task and demand high ideals and truly American standards, there is no hope from State Legislatures, from spineless Congresses, or listening and trimming officials. The greatest benefactor in the country today is the man or men who are seeking to arouse and build up a deep-seated love of country, a reverence for American institutions, and all in all a sound and wholesome, a sane and forward-looking public opinion.

The Twilight Zone

WE agree with Mr. Hapgood in his statement on his page, in this issue of LESLIE'S—a page in which he is left free to express his own opinions—that "Never before since the United States has existed has there been greater need for combining speed and wisdom in our national conduct." We agree that we need to hurry up the peace conference, but we do not agree with Mr. Hapgood's criticism of the attitude of Senators Knox and Lodge toward the President's nebulous idea of a League of Nations.

We say "nebulous" because it is impossible, even after the President has spoken publicly in London, Paris, Rome and Manchester, to know precisely what his ideal of a League of Nations really is. We know what it is not, for he has taken pains to cable his rejection of the plan of ex-President Taft and has disagreed with the plan of his warm friend and spokesman on the Democratic side of the Senate, Mr. Williams, of Mississippi. Senator Williams outlined an alliance between the English-speaking nations, and intimated that this was in the mind of President Wilson himself, but the latter declared in London that he would join no combination of powers which is "not a combination of all of us."

There seems to be a twilight zone between the President's conception of a League of Nations and that of the Allies. There are indications that the differences can be reconciled so that all can emerge from the twilight by agreement upon the principle of a League of Nations, recognizing an existing league between Great Britain, France, Italy, Japan and the United States, and building upon this as the course of events will permit. We are confirmed in this belief by Pichon's statement in the French Chamber of Deputies that his government "has accepted the principle of a League of Nations and will work for its effective realization."

President Wilson's public record indicates that it is his method to demand at the outset everything he wants and then to accept what he can get, provided the principle involved is not abandoned. He did this notably in his successful and highly commendable effort to secure the enactment of a banking reform bill. He has not hesitated, on numerous occasions, to say that he had little respect for the man who would not change his mind.

There is still hope for modification of his lofty ideal of the League of Nations to meet those of his astute and experienced critics on both sides of the Senate. We invite Mr. Hapgood's consideration to this fact.

And we also commend to Mr. Hapgood's attention this expressive clause in the Constitution of the United States, Article II, Section 2.

He (the President) shall have power, by and with the advice and consent of the Senate, to make treaties, provided two-thirds of the Senate present concur.

Our Greatest Problem

THE immediate problem before the United States is whether private industry can keep up the high wages paid during the war. President William H. Barr of the National Founders Association has raised the question whether this country will be able to maintain its share of world trade on an eight-hour work-day basis and at the present abnormally high scale of wages. President Gompers of the American Federation of Labor made this the occasion of a vigorous attack upon Mr. Barr and "all the Bourbons in the United States" who try to rob labor of the advantages it has gained during the war. But as the New York Sun points out, both

Mr. Barr and Mr. Gompers will agree that "a three-dollar-a-day wage that will support a man and his family in comfort is better than the ten-dollar-a-day wage that leaves them in want."

We believe in high wages and a high standard of living. But it ought to be patent that excessively high wages, prevailing, under stress of war, cannot be duplicated in private industry in peace times. These wages have risen simultaneously with the rise in the cost of commodities, but large numbers of workers in clerical, professional and other lines have had to meet the high living cost without a proportionate advance in income, and these people long for lower prices.

It must be remembered, too, that the rise in wages has been predicated on high cost of living, and that higher wages have resulted in higher living costs. Take, for example, coal and milk. Coal operators advanced miners' wages to meet higher living costs, and this was reflected in a higher price for coal. Milk is bringing a record price. In explaining the latest advance of a cent per quart, Mr. Hoover, the Food Administrator, said: "The Labor Adjustment Board raised wages of employees of distributors one cent a quart. Some one has to pay and it is always the poor consumer."

Milk went up because wages went up. This is typical of the whole industrial fabric.

The British Election

THE triumph of Lloyd George in the recent elections, unparalleled in the history of the British Parliament, is a signal example of how one big national appeal breaks down party lines. The British Premier, with three uncertain elements to deal with—the pacifist sentiment, the Labor Party, and the woman voter—appealed for the support of all parties against Bolshevism and an easy peace for Germany. Lloyd George and coalition won out, while Ramsey MacDonald, the pro-German, Philip Snowden, the pacifist, and Arthur Henderson, the Labor leader, went down to defeat.

No feature of the British election, aside from Lloyd George's victory, is more significant than the defeat of Arthur Henderson, Chairman of the Labor Party in the House, whom Labor has looked upon as a future Premier. We have no labor party in the United States, and we have always said it was a mistake to suppose the labor vote could be delivered *en bloc* to any party.

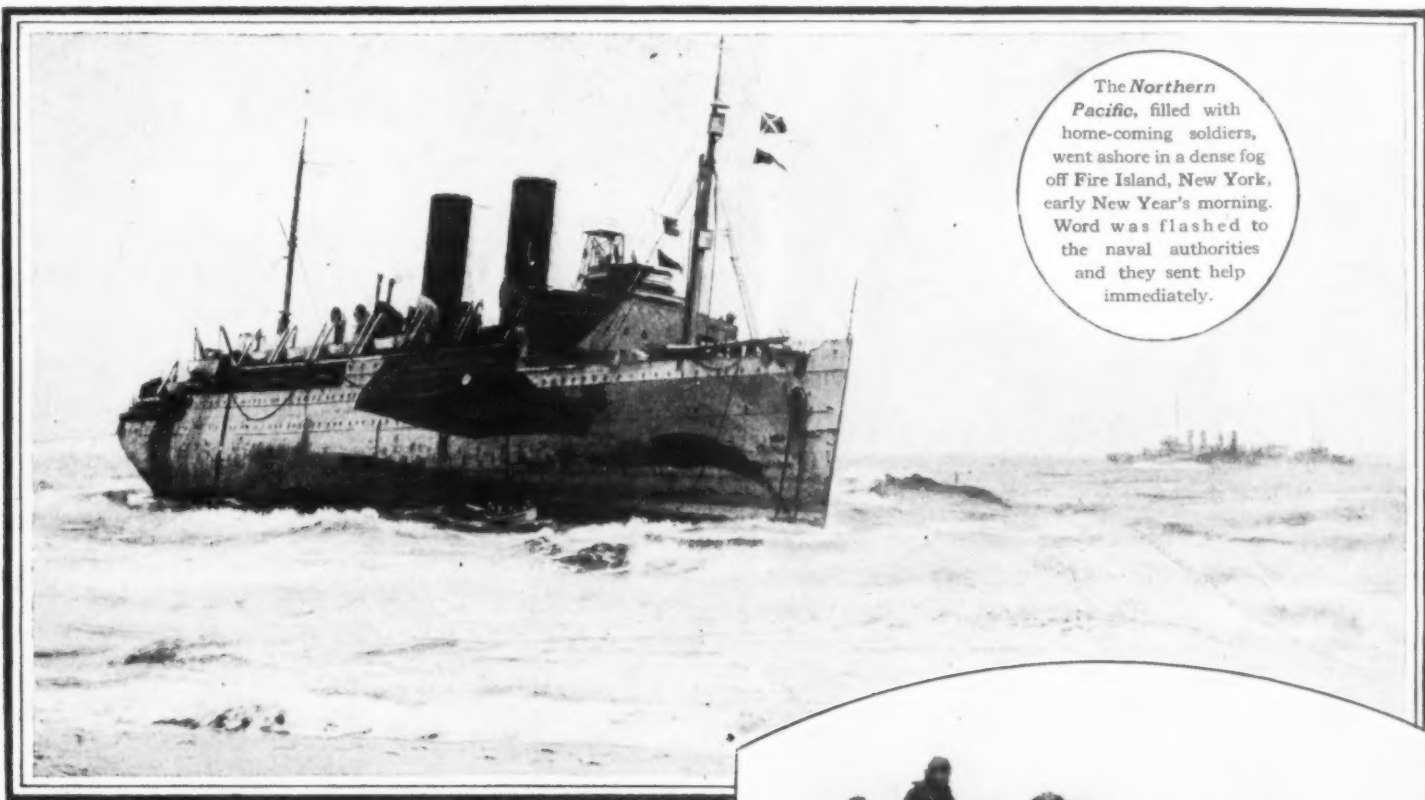
The British elections have demonstrated that even when there is a distinctive Labor Party, its members will not sustain it when it advocates a policy of pacifism incompatible with the national interest.

The Plain Truth

WAGES! The important thing is to determine the connection between wages and prices so equitably that no one will be able to dispute the justice of the readjustment. The Bankers Trust Company of New York City, on the basis of Bradstreet's prices for essential commodities, has made an accurate computation of the living costs to its employees for the past six months, and has added from 30 to 40 per cent. to salaries which had previously been advanced three times in the last two years. This method should be adopted in all industries and among all corporations. The principle upon which it rests—the purchasing power of the dollar—can be applied as equitably to wages and salaries when living costs decrease as when they increase.

MONUMENT! It would be unfortunate, indeed, if American municipalities should enter into rivalry in the erection of monuments upon French battlefields. Mr. H. C. Frick, with his acute business sense, makes this timely point in the course of a letter to the Mayor of New York City, declining to serve on the Mayor's committee which plans to erect such a memorial to New York soldiers. The object is beyond criticism, but if one city thus honored its own soldiers, ten thousand other cities would desire to do the same thing. The rivalry resulting would be unbecoming, and the embarrassment occasioned to France great. Our armies fought as a unit, and one benefit the United States will derive from the war is the obliteration of the last vestige of racial and sectional lines. In commemorating the heroic deeds of our soldiers in France nothing would be so fitting as a great national memorial or group of memorials at those places where our army added new and glorious pages to the traditions of America. We second Mr. Frick's suggestion.

Transport *with* 3000 Men Goes Ashore



The *Northern Pacific*, filled with home-coming soldiers, went ashore in a dense fog off Fire Island, New York, early New Year's morning. Word was flashed to the naval authorities and they sent help immediately.



Red Cross nurses from Babylon, Long Island, were soon on the scene with coffee and sandwiches for the rescued soldiers and the life-savers who tried for ten hours before they could get a line to the stranded steamer. Among the passengers were 269 bed-ridden sick and wounded men and seventeen Red Cross nurses. Several times the surf boat which was used to take off the men capsized in the heavy seas, throwing them into the icy water. No lives were lost but there were many narrow escapes during the transfer of the men.



Heroes of the sea rescue the heroes of the land. Life-savers preparing to launch their life-boat for a trip to the beached transport to bring off the soldiers and nurses.

The first load of the *Northern Pacific's* passengers being brought ashore by the life-savers. For four days the work of transferring the passengers went on greatly hampered by the heavy wind and the high seas. The discipline aboard the vessel was superb, the doughboys with traditional American spirit joking at their predicament and watching the efforts of the rescuers with patient interest. A fleet of U. S. naval boats, including the hospital ship *Solace*, stood by during the rescue and power boats and submarine chasers transferred many of the wounded to the *Solace*.

The Bitter Dregs of Defeat

A fallen Hohenzollern bound for his "St. Helena." Soon after the signing of the armistice the Crown Prince left Count Metternich's residence at Swalmen for his new retreat in the little island of Wieringen in the Zuyder Zee. Here are the carriages of the Crown Prince and his party starting for the humble dwelling which he is to occupy in the village of Oosterland.



French intelligence officer questioning a German prisoner. Raids were frequently made for the sole purpose of capturing prisoners for interrogation by the Intelligence Department.



This photograph, captured at Vignuelles in the St. Mihiel drive, shows a group of German officers in a recreation hut. Some of these very men were later captured in this same room by a couple of Yanks who stuck their guns through the door and ordered them to come out.



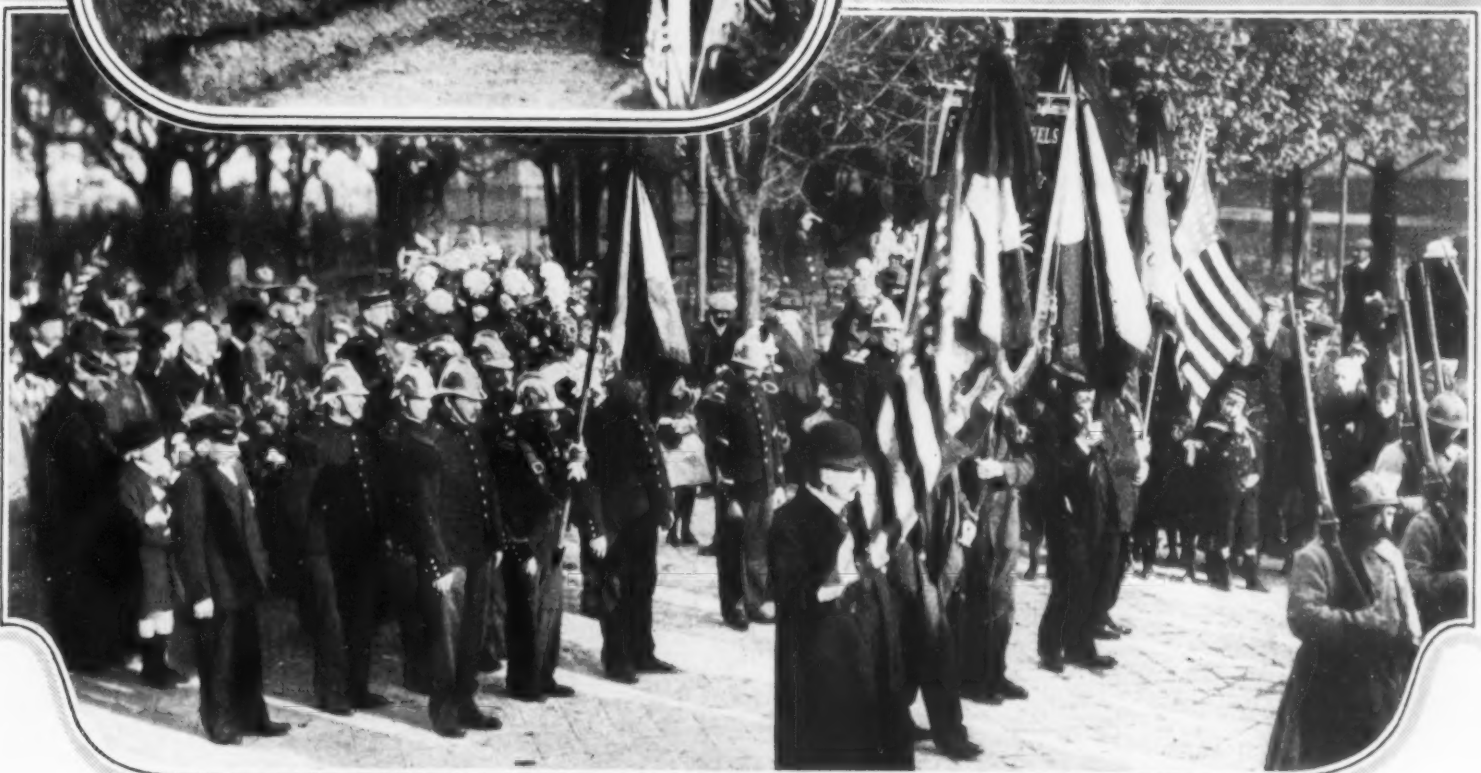
© AMERICAN PHOTO SERVICE
An American shell stopped the flight of this German gun behind the Argonne front, killing the horses and crew. Parts of the uniforms of the crew can be seen on the ground.

Our Holy Ground at Suresnes

Photographs by LUCIAN S. KIRTLAND, LESLIE'S War Correspondent



At the cemetery lying on the slope of Mont-Valérien at Suresnes just outside of Paris there were more than nine hundred American graves on All Saints' Day. When there were only a few crosses the French townspeople adopted these graves, feeling perhaps what this care might mean to far away homes across the Atlantic. And every new grave has been cared for daily. France pays her homage to her dead on All Saints' Day. This year the town of Suresnes dedicated the day to their American dead. The ceremonies of the day were arranged by M. Diederich, the Mayor. On this outflung corner of America's Holy Ground, American and French voices united in the songs of the two republics.



The parade was formed at the Hôtel de Ville. Following the line of French and American soldiers came the school children with a huge beaded wreath on a frame, and with armfuls of chrysanthemums. The

procession was met at the cemetery by an American military band and by Colonel Charles Pierce, in command of the Graves Registration Bureau of the U. S. Army. Many Americans came from Paris for the ceremony.

He was 100 Per Cent. American, but

Theodore Roosevelt was born in New York City on October 27, 1858, the son of well-to-do parents. He graduated from Harvard in 1880, studied law in New York, was elected to the legislature in 1881, and served for several terms, making a fine record. In 1886 he ran for mayor of New York, but was defeated. He lived several years on a ranch in Dakota and wrote a number of books. In 1889 he was appointed a member of the Federal Civil Service Commission and served six years. He was made President of the Police Board of New York City in 1895. In 1897 he was appointed



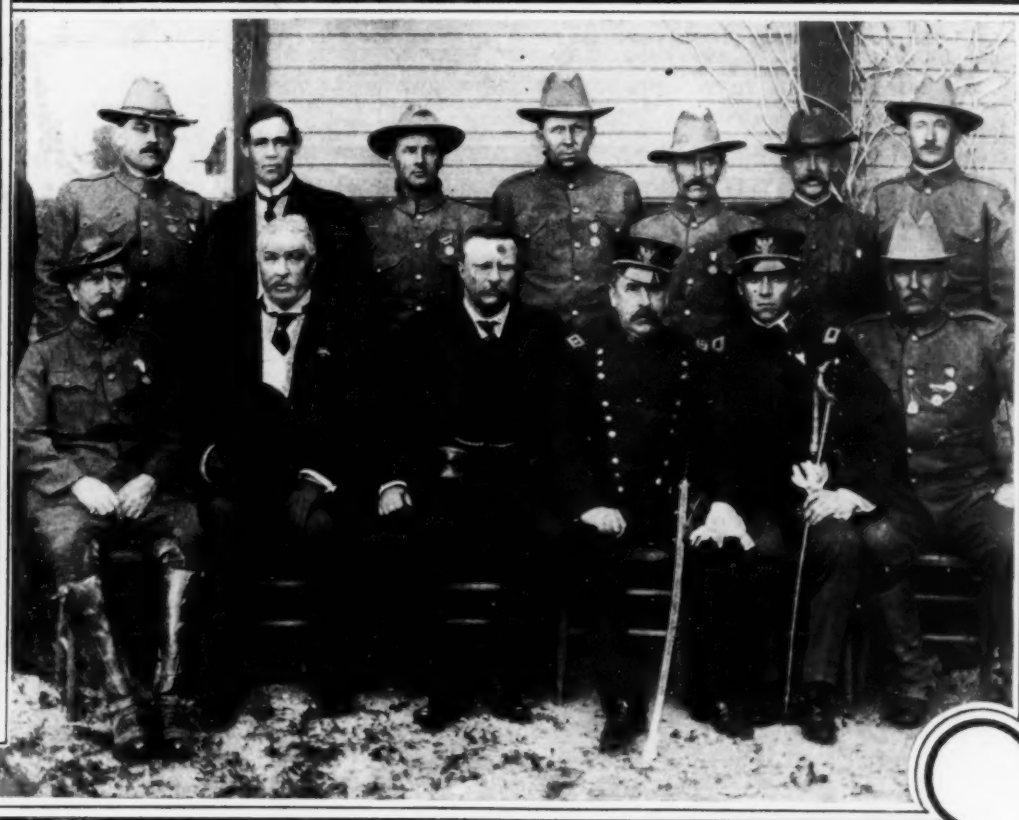
The military man witnessing a review in Paris in 1910, on his return from the Africa hunting grounds. On his left is General Dalstein then the military governor of Paris.



The forceful orator. Addressing a vast throng gathered at Battery Park, New York, to welcome him after his long absence in Europe and Africa.



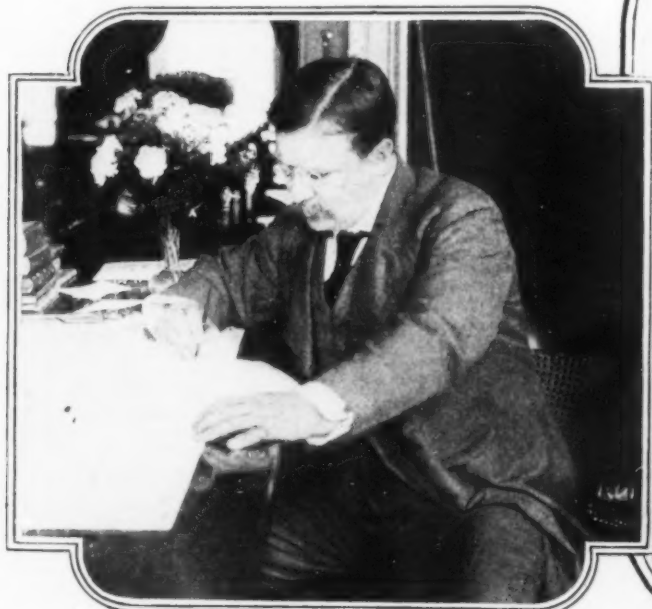
The scholar and literary man. Wearing the doctor's gown at Cambridge University.



The idolized commander. Welcomed home at New York by a group of the famous Rough Riders, whom he organized and led with distinction in the Spanish-American War.

He *was* Mourned *the* World Over

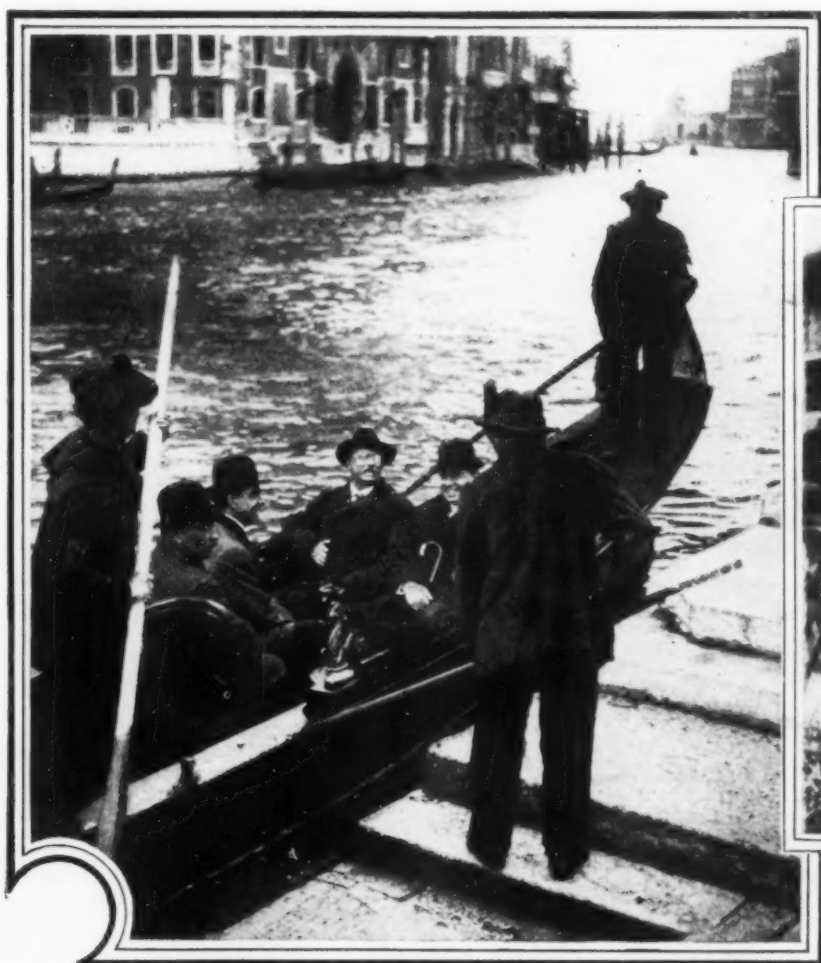
Assistant Secretary of the Navy. He commanded the Rough Riders in the Spanish-American War, was elected Governor of New York in 1898, Vice-President in 1900, and succeeded McKinley after the latter's assassination. He was elected President in 1904 by the largest majority any president ever received. In 1909 he went to Africa to hunt big game. Returning through Europe, he received many honors. He ran for President on the Progressive Ticket in 1912, but was defeated. Since 1913 he had been busily engaged in writing for the press and made himself felt as an advocate of sturdy Americanism.



As President, at his desk in the White House.



The former German Kaiser and the Colonel at a review of Hun troops in Berlin, never previously given before anyone except the Kaiser.



A sightseer in Venice. The Colonel's wide and accurate knowledge of the history of the city and of its masterpieces of art astonished all who conversed with him.



A mighty hunter. Bidding farewell to his followers in Africa at Gondo Hozo where he boarded the Nile steamer, at the end of his great hunting trip.

Norman Hapgood's Page

On this page Mr. Hapgood presents bi-weekly his views of public events, public men and social and political tendencies of the times. Quite often Mr. Hapgood's opinions



may differ widely from those of the editor of Leslie's, so by mutual consent he and the editor of Leslie's "disclaim all responsibility" for each other's expression of opinion.

Postponement

NEVER before since the United States has existed has there been greater need for combining speed with wisdom in our national conduct. We are faced with a situation in which the whole future of the world can be determined by American influence. The President of the United States is abroad for the purpose of inducing the governments of France, England, and Italy to live up to the expressions of altruistic justice made before the fortunes of war brought their corresponding temptations. He has no need to convert the populations of those countries. Every piece of information I get from abroad convinces me that his hold on the British, French and Italian masses is so strong that if he is willing to use an ultimatum he can dictate to the governments. This is an unpleasant method, and it may or may not have to be followed. Meantime his task is being embarrassed by backfire which is being lighted against him by politicians in this country. They are not politicians of one party. A Democrat like Senator Reed, Col. Harvey, or William Randolph Hearst is just as great an obstruction as a Republican like Knox or Lodge. The issue is between those, on the one hand, who believe, as the Prime Minister of England expressed it, that we have, at the present moment, an opportunity to make changes of immeasurable advantage to civilization, and that this opportunity will pass; and, on the other hand, those who think that in any emergency, small or great, the one safe way to look is backward.

Mr. Knox and Mr. Lodge are much cleverer than Mr. Reed and therefore they fight for delay until the opportunity passes, instead of fighting frankly against the very existence of any idea of co-operation and mutual tolerance and trust. The President has changed his plan from time to time in detail, as any helmsman must determine his course by wind and tide, but he has always been aiming at a settlement that shall be deeply satisfying to all the principal nations and shall imply their closer co-operation. Those who are attempting to prevent him from forming such a settlement and such a league are thinking precisely like the statesmen who formed the Holy Alliance after the fall of Napoleon; or like those who made the settlement of Europe after the Crimean war. They are men with bureaucratic and political minds, men incapable of doing unprecedented things, men who view with alarm any departure from routine. This is the type of mind that is characteristic of the smaller species of corporation lawyer, or even of able corporation lawyers who have never done any kind of work except obstruction to new legislation—obstruction which they endeavor to make effective by hunting any minute flaw and magnifying it instead of taking the responsibility of deciding whether the whole measure is for the public welfare, and lending their assistance to putting into the best form such measures as are genuinely beneficial.

Lodge's Arguments

MR. LODGE is supposed to be a well-educated man, and yet the criticisms he makes of the League of Nations idea are such as I would rather attack before a high-school class than before any group of skilled thinkers. He talks as if such a league contradicted the Monroe Doctrine. Anyone who is capable of applying fundamental principles to changing world circumstances can be made to see in a minute that such a league is the fulfillment of the Monroe Doctrine. The Monroe Doctrine was a device for protecting the then weak countries of this hemisphere against the powerful nations of Europe. A properly created League of Nations would protect the weak countries not only in this hemisphere, but also in all parts of the globe. It would protect not only Brazil, but also Belgium, Serbia, Holland, Palestine, and Bohemia. Mr. Lodge should remember that this country has grown powerful since the time of Monroe, and that since that time we are more closely related to Europe than New York was to Boston, through the operation of forces which neither Mr. Lodge, Mr. Knox, Mr. Reed, nor any other opponent of progress can control. They could not control the invention of the steam engine and the ocean liner; the invention of

telegraphy and the laying of the Atlantic cables; the invention of the telephone, the wireless telegraph, the submarine, the flying machine, or poison gas. We learned to our own cost in this war that there is no sharp line excluding the interests of any one nation once war is begun, as there was in the days of Washington, Jefferson and Monroe.

Mr. Lodge also, I am sorry to say, in attacking the league, leans on the old expressions "honor" and "vital interests." I wish these expressions could be turned out to pasture and pensioned. They had a gallant, leading part in the world in the days when dueling was on trial, and the people who fancied themselves most were afraid that honor could not exist without duels. This type of thinking was appropriate in the days before a village had any police force and every householder was dependent on his own weapons.

Another bugaboo raised by the distinguished Senator from Massachusetts is that small nations demand equality of voting power and therefore may control the large nations. Why not add that the large nations are thoroughly determined that no such equality of voting power shall exist, which is an addition which the Senator would make if he sought to put the situation as it is, instead of seeking to create scares. We learned enough about that at The Hague conferences. We shall now endeavor to represent peoples and their essential strength. Small nations will have their own kind of hearing and representation, but the basis of representation will be such that those nations which combine all kinds of strength, military, economic, and industrial, will be in fact trustees for civilization.

Other Scares

NATURALLY, the tariff and immigration are two of the scares thrown out by the Senator. In the first place, I have not found any responsible leader in the League of Nations movement, in any of the countries I have visited, who wishes to deprive each country of making its own immigration laws, or of the power to make a tariff which it deems suitable to its own protection. When we speak of equality of economic opportunity, we do not mean that America cannot go back to the Mark Hanna tariff if she wishes to. We do not even mean that self-governing colonies like Canada and Australia cannot combine with Great Britain on a protectionist basis, if they are so inclined. What we do mean is that if great nations are allowed to call themselves suzerain of vast tracts of the undeveloped parts of the world, particularly in Asia and Africa, they shall not be allowed to use their conquests of those backward places with their vast resources selfishly.

Let us distinguish between "must" and "should." No doubt many of us believe that it will be for the general welfare if we can bring about even greater changes, such as the internationalization on a large scale of certain rivers and railroads that are so placed as to increase international friction. But these matters of "should" can be allowed to take the course of developments. The "must's" are few, and they are absolutely demonstrable.

In one of his speeches against the League Senator Lodge says "Let us be honest." Personally, as president of one of the associations which he attacks, I accept the invitation and also invite him to follow it himself. I invite opponents of the League to do as Senator Reed does, not to seek indirect obstacles to the success of our national effort to guide the deliberations at Versailles, but to come out into the open and say that they hate any notion of progress, any co-operation or intercourse among the civilized nations of the world. Let them say that they like the system which brought on this war, the system that only those shall be protected who are strong enough to stand alone, or lucky enough at the critical moment to get into an alliance that happens to win. Let them say that they would rather see another war with its infinitely more effective poison gases, its infinitely more powerful air fleets, its multiplied and powerful submarines, its greater industrial concentration and destruction, than give up their darling old scare words. Let them say that their only belief is in the past, and that they will maintain to the death an undying distrust of the future.

Pact of London

IN spite of the agitation by distinguished fire-eaters, Woodrow Wilson did not sign the pact of London. If therefore the settlement at Versailles is another Brest-Litovsk, if it is so raw that it clearly threatens the future peace of Europe, the President will have one clear road. He can pack his dress-suit case, call in his delegates, and come home. If he is influential in bringing about a settlement with some faint relation to the virtue we were all talking when the Germans were winning, history will give him a monument. If, however, the settlement is 100 per cent. hypocrisy and greed, then it will be the President's duty to negotiate no joint treaties whatever for the United States, but to thank Heaven he had sense enough not to get caught in the pact of London.

A Hint

MAJOR DAVID DAVIES, a member of Parliament, and his wife have given a hundred thousand dollars to begin the establishment of a chair of international politics at the University of Wales for the purpose of encouraging better relations between the nations, and they propose to name this chair for President Wilson. Will not some American found a similar chair in one of our universities and give it the name of ex-President Taft, who is doing so much at the present moment to lessen partisan friction and help along the great cause?

For and Against

ONCE in my youth I spoke to an instructor about one of my juvenile observations. "It seems to me," I ventured, "that people are more interesting when they talk about what they like than when they talk about what they dislike." "Naturally," replied the instructor, "a man is more interesting when he tells what he sees than when he tells what he does not see."

The *Christian Science Monitor* is the best-informed daily on foreign affairs in the United States. It is one of the few publications I would not be without. It is, however, against certain things: the Catholic Church, the Bolsheviks, the doctors, and apparently the Jews. My boyhood rule holds. The *Monitor's* notably high standard drops when it touches these topics. Even its technical accuracy sometimes leaves it. For instance, it calls Lenin a Jew. On what possible ground? Lenin is not a Jew, but comes of an old Russian family of landowners. This would not matter if it were only an isolated slip, but the error probably has its roots, with other errors, in passion about the whole Russian situation. There are a few people in this country, as much opposed to Lenin's philosophy as any stand-patriot, who nevertheless regret, with Senator Johnson, the systematic falsification of all the news about Russia, and primarily about the Bolsheviks.

I heartily disagree with the fundamental tenet of Bolshevism, but it is not my business to tell the Russians what they want. If we continue to attempt the job of backing up a few Russians against the opposition of the Russian masses, we are in for a war of many years, in which we shall be whipped in the end.

A Democrat

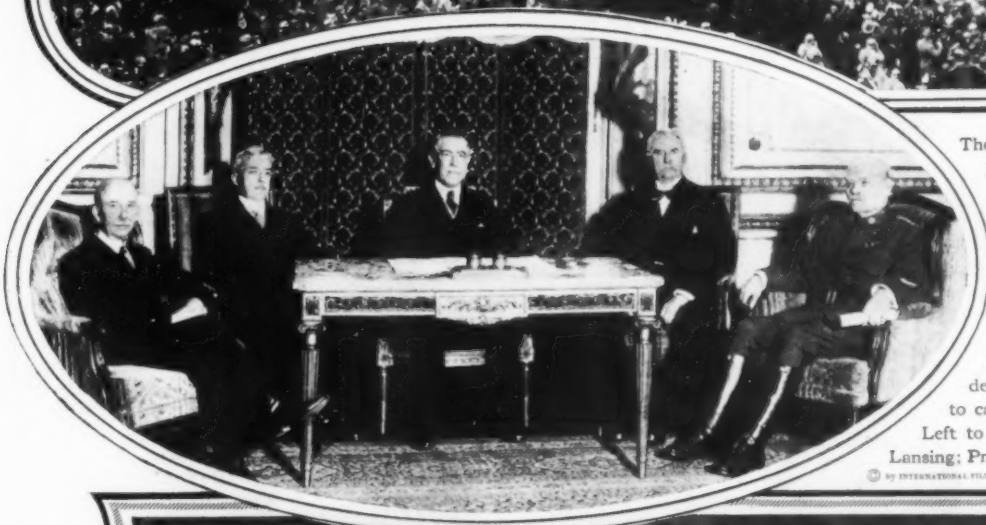
THE Western Powers have turned up one general after another in Russia in the fifteen months since the Lenin government was established, and one dictator after another has sprung up and demanded outside aid. The latest one, Admiral Koltchak, presents a charming appearance. He begins his operations in Siberia, which was fairly comfortable and free, and repudiates any kind of parliament or cabinet. He wishes no constituent assembly, because he thinks it would be too liberal. He thus tears away from the Western Powers the last excuse for interference in Russia, which was the excuse of wishing a constituent assembly. As the *Manchester Guardian*, the *New Statesman*, and others of the solidest European papers are pointing out, our fight in Russia is becoming more and more a fight to tell the vast majority of the Russian people what form of government they must have. If we keep on we shall indeed be engaged in a struggle to make the world safe for hypocrisy.

They Have Reached *Their* Objectives



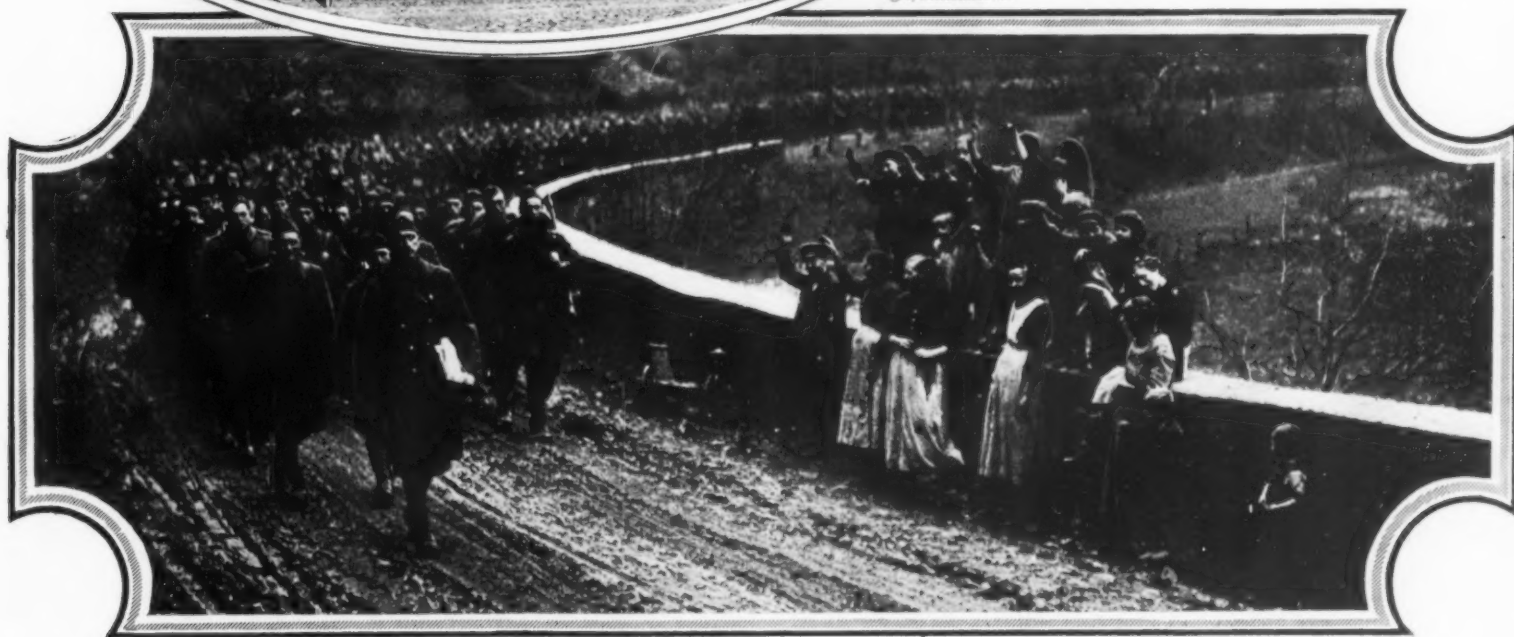
INTERNATIONAL FILM

The French Republic's enthusiastic welcome to the head of the great American Republic. President Wilson, on the day of his arrival in Paris, riding (in first carriage) with President Poincaré of France through the Place de la Concorde, and vociferously cheered by the appreciative Parisians. Over two million people turned out to greet the American Executive, who was highly pleased by the cordial greeting.



Five advocates of the League of Nations. American delegates to the Peace Conference at Versailles, who hope to carry out President Wilson's ideas as to pacifying the world. Left to right, Colonel E. M. House; Secretary of State Robert Lansing; President Wilson; Henry White and General Tasker H. Bliss.

BY INTERNATIONAL FILM



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The American army's historic march to the banks of the Rhine. Doughboys of the 28th regiment, First Division, Colonel Jesse M. Cullison, pouring through the delightful Valley of the Moselle, near Burg Arras. The men made an impressive

appearance, and some of the inhabitants waved their hands in greeting. The American army now occupying German soil comprises ten divisions, numbering about 470,000 men. It is under the command of General Joseph T. Dickman.

The Roll of Honor



Lieut. Arthur H. Marsh, Blair, Nebr., Chaplain, killed while administering to wounded soldiers.



Lieut. Joseph N. Calvert, Maysville, Ky., 813th Pioneer Inf., killed in action in France.



Lieut. Zan L. Tidball, Jr., Bathe, N. Y., 77th Div. Aero Squadron, killed in action in France.



Lieut. Arthur M. Evans, Oak Park, Ill., physician at an Evacuation Hospital, died in France.



Lieut. Henry Guion Armstrong, Memphis, Tenn., killed in action northwest of Verdun.



Lieut. W. O. Neubauer, Lynchburg, Va., 318th Inf., recently killed in action in France.



Lieut. Marcos B. Armijo, El Paso, Texas, killed gallantly leading his men in action.



Lieut. Kinsey L. Stewart, Ashburn, Ga., killed in airplane accident in France. Age 23.



Lieut. Noah W. Gentry, Cave City, Ky., killed gallantly leading his men in action.



Lieut. Roy E. Matthews, Dallas, Texas, 90th Inf., recently killed in the St. Mihiel drive.



Lieut. Clay G. Stephens, Nashville, Tenn., killed on a bombing expedition in France.



Commander Gardner L. Caskey, Crangeburg, S. C., died of pneumonia on duty abroad.



Lieut. Louis R. Abel, Lebanon, Conn., 112th Inf., killed in action in France. Age 37.



Lieut. Samuel W. Ramsey, Clarksville, Ga., first Clarksville boy to die overseas. Age 23.



Lieut. Ballard C. Linch, Chuckey, Tenn., 314th Inf., recently killed in action in France.



Lieut. Lee C. Prentice, Albert Lea, Minn., killed in airplane accident in France. Age 30.



Lieut. Clifford O. Harris, Portland, Oreg., 15th Cavalry, killed in action in France.



Lieut. Claude S. Garrett, Sumter, S. C., 8th Aero Squadron, killed in action in France.



Lieut. Gustave de Neven Wright, Oak Park, Ill., 117th Inf., killed in action in France.



Lieut. Mahlon Dey Wallace, Mt. Calen, Texas, cited for bravery, killed in St. Mihiel drive.



Lieut. Newell C. Barber, Medford, Oreg., 108th Escadrille, killed in action in France.



Lieut. John A. McKinstry, Canon City, Colo., 89th Division, killed leading his unit into battle.



Lieut. Cecil M. Anderson, Salinas, Calif., recently killed in airplane accident in France.



Lieut. Wallace McIver Woody, Louisville, Ky., died recently from wounds received in action.



Lieut. Orie Vern Church, Lake Odessa, Mich., 126th Inf., recently killed in action.



Lieut. Kennedy S. Wanner, Jamestown, No. Dak., killed in action in the Argonne Forest.



Lieut. Roy E. Harding, Bedford, Ind., lately died of pneumonia while en route for overseas duty.



Lieut. Charles T. Buckley, New Haven, Conn., killed in fall from airplane in France.



Lieut. John C. Lumsden, Raleigh, N. C., aerial observer, killed in action in France. Age 41.



Lieut. George S. Reisz, Great Falls, Mont., aviator, killed in action in France. Age 25.

With Our Doughboys in France

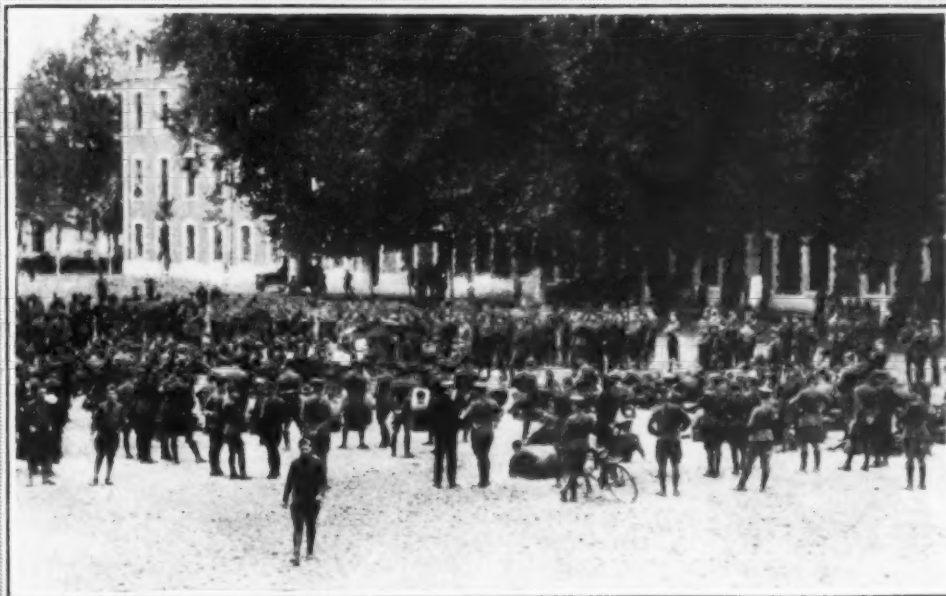
Photographs by LUCIAN S. KIRTLAND, LESLIE'S War Correspondent



The latest anti-aircraft invention—a listening “post.” This station was at Franco-Yank junction point, and the listening machine is manned by a poilu. As the mechanism has not been published the inside works had to be covered by a tarpaulin when the picture was taken. This invention gathers in the sound waves even more efficiently than the former highly developed system of cones which looked like a huge chrysanthemum with megaphones for petals, but without the mysteries of this new Hun discoverer.



This “pill box” was connected with a truly remarkable trench system running back into the hills and protected by a concrete covering and stone wall siding so that the entire line was practically a dugout. It is interesting to note that these trenches had been filled with barbed wire by the Germans. Probably because our patrols had become so active that the Hun had lost faith in holding the trenches at night, and consequently had drawn in and reduced his outposts to the minimum number possible.



The name “Barracks 66” will live in the memory of many thousands of American officers and men long after the war, for the walls of this unimpressive building shelter the office where the “business” of the army is managed. Wearing the universal khaki are men who have made America the great business nation, and they proved their loyalty in unstinted service for their country. At noon every day an army band plays America's favorite airs and everyone congregates here to read his mail and enjoy a smoke with his pals.



Early morning in the rain in the “forest.” The engineers had managed to bring forward a kitchen, and it was the most popular spot for miles about. German officers have said that the reason the Americans were such good fighters was because they were always well fed; and that was *one* reason.



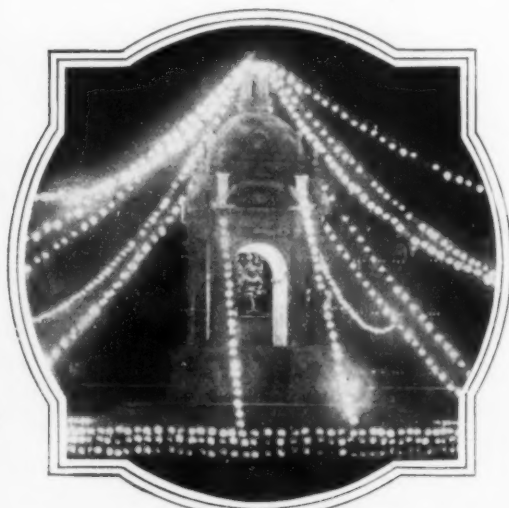
The artillery train pulled in about three in the morning after a long night's hike, but before the men were allowed to crawl under the wagons for a snatch at a sleep, the train had to be camouflaged against the early Hun birds overhead. The result was so perfect that it was difficult to photograph.



Even in far-away Hong Kong the news of the signing of the armistice was received with rejoicing, and Chater Road was turned into an Avenue of the Allies, with a profusion of flags displayed from all the buildings.

Celebrating Peace in the Far East

News of the armistice was received with joy even on the other side of the world



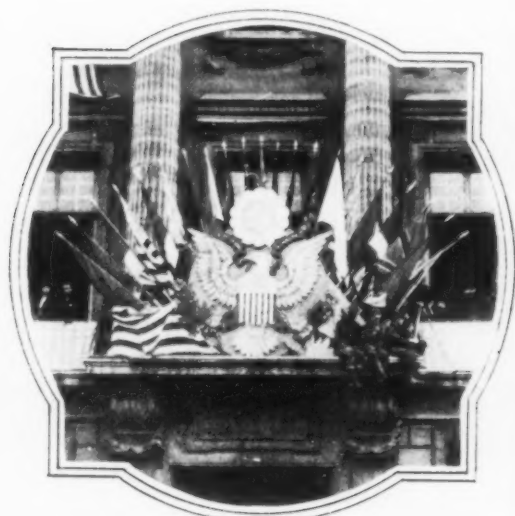
Statue Square in Hong Kong was illuminated by thousands of electric lights to celebrate the return to peace, and the image of Queen Victoria looked down on the crowds of merry-makers in this far-off British isle.



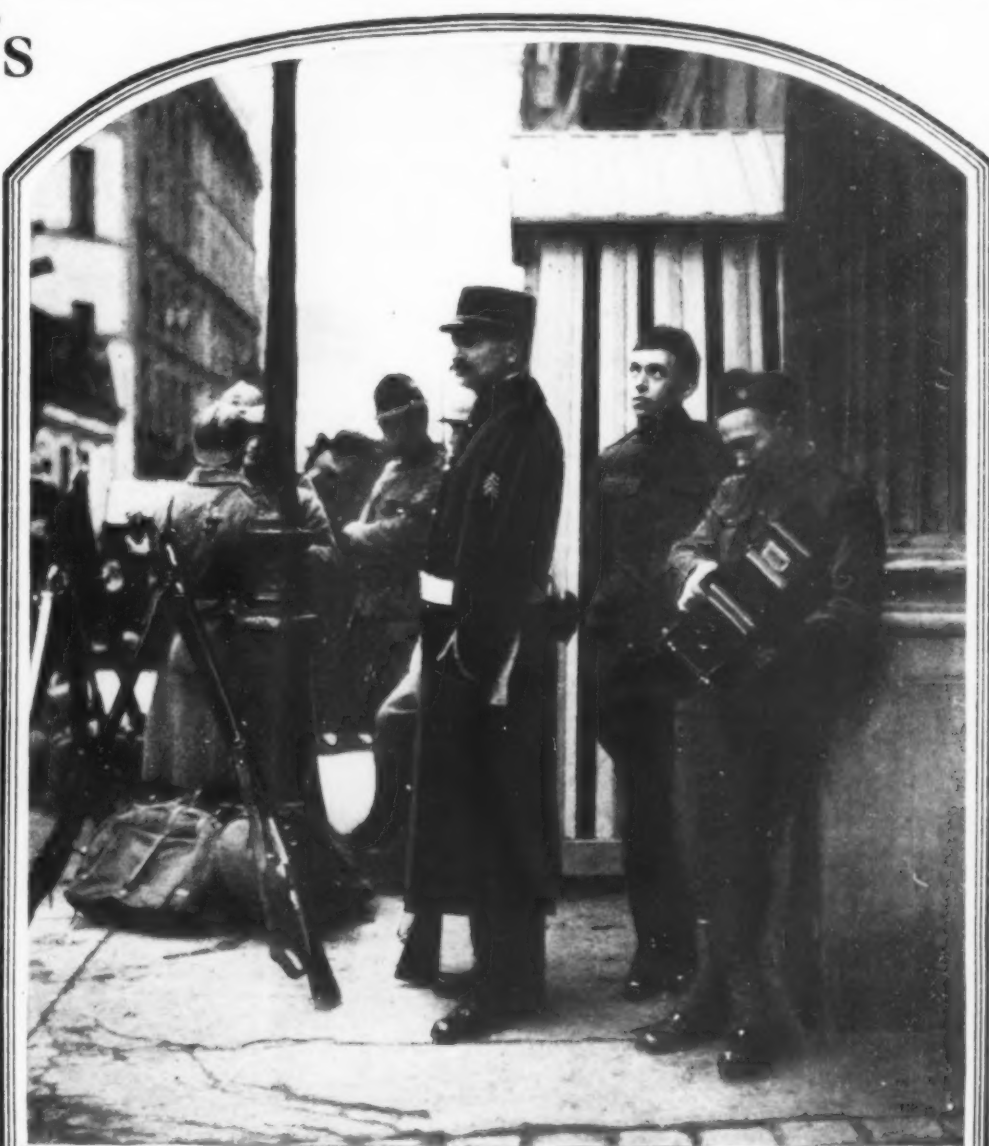
When news of the armistice reached Tokyo, Viscount I. Tajiri, the mayor of that city, invited all the ambassadors and ministers of the Allied nations stationed in Tokyo, together with high officials and prominent business men and others to the number of 5,000, to a celebration at the Hibiya Central Park. Among the features was a Japanese sword dance by a group of boys from five to seven years of age. There was also a parade of the 47 *ronins*, or warriors, who carried a great head of the kaiser, by which the Japanese understood that the *ronins* had taken revenge on the late emperor, and that the spirit of *samurai* had been worthily upheld.

The President's Arrival in Paris

Photographs by
LUCIAN SWIFT KIRTLAND,
LESLIE'S Staff Correspondent



Decorations over the door of the *Hotel de Coislin*, the headquarters of the American Peace Delegation. Enterprising doughboys have found there a vantage point from which to watch the arrival of the President in Paris.



A sentry box outside the President's Paris residence. A U. S. Signal Corps photographer is waiting to "shoot" Mr. Wilson. No one is allowed to pass the house without a special permit.



Poilus guarding the route to the *Place de la Concorde*, on President Wilson's welcome to Paris.

The Handwriting of the War Leaders

Deductions Drawn from Their Signatures Reveal Their Individuality and Character

By WILLIAM LESLIE FRENCH

GR^EAT personalities always have distinct hall-marks which distinguish them from their fellow men. These may be revealed by powerful striking faces, by brilliant intellectual endowments, or by both combined. But no matter how they impress their friends, associates or people generally, the qualities that make for big achievement or the reverse are reflected clearly in their script. The natural free action of the pen or pencil in writing with everyone alike results from the intimate connection between the nerve centers of the brain and the hand. The larger the personality the more pronounced are his pen-formations, and whether he is conscious of it or not his handwriting exhibits to anyone who is keenly observant certain individual signs to which an accurate interpretation can be given. You recognize



a cripple at sight. So with weak, limp penmanship you judge that the writer does not have a strong character, is devoid of force or has a mediocre mind. And the opposite holds good, again and again.

It is plain that the various types of handwriting penned by our American war leaders in the several departments of the Government, by the men who have directed our vast industrial operations, by our generals, and by other noted master minds of England and France, all reveal to a surprising degree their individualities. No two are similar. Each exhibits a positive distinction as to style and special formations of letters and words. Yet looking more closely, you find that they have a certain common characteristic, for in every stroke is revealed a force and virility which indicate, to a greater or less degree, the existence of keen mental activity and determination. And in voicing this opinion concerning these men of mark, I am governed by the same scientific laws which have been observed and practiced in European circles for nearly a century, and which, of necessity, compel the frankness demanded.

In the writing of President Wilson, the firm, positive, upward sweep of his script, combined with the definite down pressure and bold deliberate crossings, denotes his general self-control, dominating ambition and will to achieve his ends. His mind is keen and alert, intensified in its action, carried along by a constant optimism. He does not hesitate. His words are formed decisively, with every connecting stroke well made. Serene in his convictions, still his motives would in many instances be misinterpreted—and naturally.

The unique and very high formation of his capitals pounding downward in club-like shape signifies a rigid adherence to an utter belief in himself. His ego is naked and unashamed, winter and summer. Some might go so far as to suggest that it needed a little more clothing, as he encounters new climatic conditions. Hence the accusation that he had changed his mind, had altered his decisions, would have no more effect on his attitude than any structure built on a strong foundation when struck by a cyclone. And on account of possessing a flamboyant egotism, he becomes irritated by criticism, annoyed with those who do not agree with him in detail. He takes his likes and dislikes in almost equal proportion. Soothing salves to his wounded self-esteem! This is disclosed by the pointed "d" in "Woodrow" and his floating i-dash.

You have the privilege of calling him obstinate, stubborn or tenacious, but as script does not lie, in

fail now to show the world for what their wealth was intended.

my opinion, I endow him with a happy or unhappy combination of all three. Those who have associated with him closely enough will undoubtedly testify to his geniality and half-and-half good humor, if not antagonized. In common with many men who arrive at lofty positions, he inclines his heavily clothed words to the right—deep-seated sentiment and devotion! One may truly ask what significance is attached to the final outward stroke of his signature. It is the large megaphonic expression of an individual whose aspirations urge him to grasp the events of his time in his fist and mold them through his creative imagination to a just or any definite conclusion.

Where an individual underscores his name with a large extending loop inscribing high capitals with a solid underpinning of his "L"—see Mr. Lansing's exhibit—you can be sure that his self-confidence, will power and judgment are leading characteristics. A marked undercurrent of resistance is his, reinforced by poise and a shrewd discriminating mind. Note the separation existing between his small letters, as if he stopped short before committing himself to any course of action. There is a heart-beat between each down stroke, as if to say,


Buy Liberty Bonds and help make Liberty Supreme throughout the World.

"I have thought over the matter carefully—and—my decision is made." His slightly vertical style denotes an intellect ruling his desires and instincts. A man easy to approach, though reserved. Not roused to anger in discussion, but a patient waiter. He loops his "l," showing a vision, practical and far-seeing. For an ambitious man he recognizes his own limitations, but does not maintain a cold conservative attitude.

A peculiar individual candor combined with a virile clear manner of making his ideas and personality felt are Mr. McAdoo's prominent traits. His name is signed with the same force and strength as appear in the body of his statement, each word written firmly, positively, with no breaks in construction. Thus, he thinks first, dispassionately but quickly, and when he acts he is assured that he will gain his purpose. Like a cougar still, silent, on the instant he is ready to seize and dominate his prey—to execute his plans. And he does it decently! His massive style shows that he has absolutely no illusions about anything. His signature coils within itself, exhibiting a cold, cautious exterior, but unexpectedly genial. See how abrupt are his finals and curved letters! His personality is not marred by erraticism. He has good judgment—too good for some people! His lines are evenly spaced and well-balanced. His whole writing is hard as steel, fixed in its design.

And in affection and sentiment, his relationship toward those who were intimately associated by ties of

There is but one object in view - one business - the winning of the war - quickly



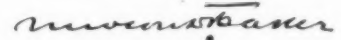
family or friendship would never cause him to play a part independent of his ultimate purpose. To create—to create—to achieve—as long as his strength remains, still he is the type who leaves spiritual and temperamental affairs to others who can best handle them. From the possession of such pen-qualities, you can judge that, logically, he is safe and sound.

When Lloyd George wrote his name he revealed, by his minute concentrated connected style, his large originally formed capitals and heavy application of ink, a keen, brilliant intellect supported by supreme self-confidence. When once an idea sweeps across his mind it is an accomplished fact. The occasional break between the letters signifies that he works very frequently through inspiration and intuition. Sharp as a stiletto, he penetrates critically every cause to its source, as is shown in the lines extending below his signature. This sign also indicates that he rarely fails in his estimate of men. Upward and onward as his script rises he moves as if he could not reach his goal too quickly. To have dared and accomplished what he has, with the actual potent sentiment which possesses him, proves that he must have suffered as one can only suffer who has a clairvoyant vision.

Similarly, Mr. Daniels underwrites himself, but it apparently is done leisurely, carefully, as if the whirlwind of past events did not affect him. He signs himself with the seriousness of one who takes himself seriously, and demands that others shall do likewise. I doubt that he would rise to great heights of enthusiasm unless under big stimulus, for this small precise script of his shows attention to smallest details. He has a slight sense of humor; he curves his letters, but daintily. He makes them pointed as with a mental penknife, showing an ingrowing disposition to examine microscopically men and affairs, and then try to put into execution his schemes. I see no great initiative present, for by nature this trait is narrowed into small compass.

But having established a principle—for he is conscientious and honest—he demands that others shall be measured by his own inch rule. To his credit, he does not believe it to be an inch rule! Look at the small microscopic fist, belonging naturally to one who thinks and becomes impressed with his thoughts. There is a

Sincerely yours,



canny sense in the choice of associates who will put into action what he plans.

What you will notice in Mr. Baker's hand is the rapid penmanship, even pressure throughout, well-formed connecting strokes, with the bars thrown to the right. These exhibits show that he measures up to the standard where an active brain, energy, the ability to plan and consecutive application are the requisites. His tendency is to wait and reflect too long before putting anything into execution. But when started it is done thoroughly. He spaces his lines and words evenly, with a straight margin, indicating that his judgment is sound. His low capitals show a lack of big conceit. His slant to the right may be termed a humanitarian slant, for he has a wide sympathy with new ideas and people. This also indicates that like the gallinaceous fowl who ruffles her feathers when

Continued on page 98



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Explain, without obligating me, how I can qualify for the position, or in the subject, before which I mark X.

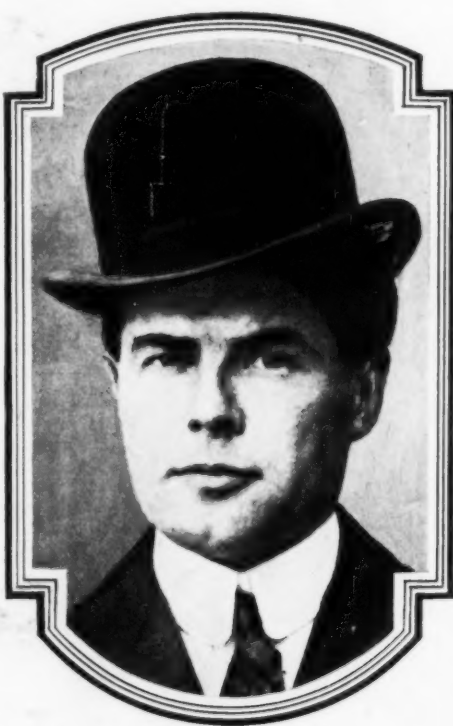
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| <input type="checkbox"/> Electric Wiring | <input type="checkbox"/> Window Trimmer |
| <input type="checkbox"/> Telegraph Engineer | <input type="checkbox"/> Show Card Writer |
| <input type="checkbox"/> Telephone Work | <input type="checkbox"/> Sign Painter |
| <input type="checkbox"/> MECHANICAL ENGINEER | <input type="checkbox"/> Railroad Trainman |
| <input type="checkbox"/> Mechanical Draftsman | <input type="checkbox"/> ILLUSTRATING |
| <input type="checkbox"/> Machine Shop Practice | <input type="checkbox"/> Cartooning |
| <input type="checkbox"/> Toolmaker | <input type="checkbox"/> BOOKKEEPING |
| <input type="checkbox"/> Gas Engine Operating | <input type="checkbox"/> Stenographer and Typist |
| <input type="checkbox"/> CIVIL ENGINEER | <input type="checkbox"/> CERT. PUB. ACCOUNTANT |
| <input type="checkbox"/> Surveying and Mapping | <input type="checkbox"/> TRAFFIC MANAGER |
| <input type="checkbox"/> MINE FOREMAN or ENG'R | <input type="checkbox"/> Railway Accountant |
| <input type="checkbox"/> STATIONARY ENGINEER | <input type="checkbox"/> Commercial Law |
| <input type="checkbox"/> Marine Engineer | <input type="checkbox"/> GOOD ENGLISH |
| <input type="checkbox"/> Ship Draftsman | <input type="checkbox"/> Teaching |
| <input type="checkbox"/> ARCHITECT | <input type="checkbox"/> Common School Subjects |
| <input type="checkbox"/> Contractor and Builder | <input type="checkbox"/> Mathematics |
| <input type="checkbox"/> Architectural Draftsman | <input type="checkbox"/> CIVIL SERVICE |
| <input type="checkbox"/> Concrete Builder | <input type="checkbox"/> Railway Mail Clerk |
| <input type="checkbox"/> Structural Engineer | <input type="checkbox"/> AUTOMOBILE OPERATING |
| <input type="checkbox"/> PLUMBING AND HEATING | <input type="checkbox"/> Auto Repairing |
| <input type="checkbox"/> Sheet Metal Worker | <input type="checkbox"/> Navigation |
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Baron Shaughnessy's Successor

The New Forty-one Year Old President of the Great Canadian Pacific Railroad

By OWEN E. MCGILLICUDY



E. W. Beatty, the first Canadian-born president of the C. P. R. He always wears his hat at an angle.

FOR the first time in the history of the Canadian Pacific Railroad a native-born Canadian forty-one years of age occupies the president's chair and is directing the policy of a company which controls 18,000 miles of steel rails, 100,000 miles of telegraph wires, shipping of 400,000 tonnage on two oceans, palatial hotels in various Canadian cities, and an irrigation project in western Canada representing \$18,000,000.

Edward Wentworth Beatty has so quietly succeeded Baron Shaughnessy, the old master mind of the C. P. R., that the general public have been wondering what manner of man he is and how the change came about. To those who have been familiar with railway affairs in Canada the promotion of "Eddie" Beatty was not entirely unexpected, for he has been steadily developing an internal knowledge of the great organization which is recognized today as unequaled by any other of the company's executives. Other experts with the company have trained from boyhood up in the operating and rates departments, superintending tracks, traffic and tariffs, but Beatty chose to enter into Canada's great transcontinental organization through the quiet door of the legal department.

Some years ago, when he was made chief counsel and vice-president, Canadian newspapers asked, "Where will Beatty stop?" but the

announcement of October 10 last showed that not only has Beatty not stopped, but that he is still going. Undoubtedly he has a long way to travel over a road that contains more obstacles and difficulties than either the wizard Van Horne or the far-seeing Shaughnessy ever knew. For these are studious days for the heads of great corporations, and Edward Beatty, K. C., is the head of the greatest non-governmentalized transportation system in the world.

The new C. P. R. president was born in Thorold, Ontario, on the 16th of October, forty-one years ago, the family moving to Toronto when he was ten years of age, so that he might have the benefit of the best education obtainable. He attended the old Toronto Model School, Harbord Street Collegiate, Toronto University, Osgoode Hall, and in 1898 was articled as a law student to the firm of McCarthy, Osler, Hoskin and Creelman. His ambitions at that time—so his old associates say—did not rise any higher than a Division Court judgeship, and many of them predicted that he would become an able jurist.

When Mr. A. R. Creelman, K. C., went to Montreal as chief counsel for the C. P. R. in 1901 he prevailed upon Mr. Beatty to go along with him as one of his associates. The story is told that "Eddie" did not like the idea of leaving his old friends in Toronto to go to a new city, and

(Continued on page 94)

TAKING words

at their face value, President Wilson and Premier Clemenceau have locked horns over the League of Nations. Addressing the Chamber of Deputies, Premier Clemenceau declared his support of the "balance of power" idea and his purpose to make it his "guiding thought" at the peace conference. Following his speech the deputies gave him a vote of confidence by 380 to 134. Within twenty-four hours after the Premier's declaration in favor of the old system, President Wilson in his Manchester speech came out directly against the "balance of power" method, declaring that the United States had no interest in the matter if the future had nothing but this in store, and that she "will join no combination of power which is not a combination of all of us." If there is to be an issue between the United States and France on the League of Nations, Clemenceau is to be thanked for clarifying it before the peace conference convenes. Appreciating the gravity of the issue, the London *Daily News* says, "If this policy is insisted on it means that France repudiates the idea of a League of Nations. It means that the world is not to be organized for peace but reorganized for war. If that policy is pursued the peace conference is doomed to failure." The Manchester *Guardian*, heartily supporting President Wilson's peace principles as the policy of both America and Great Britain says, "If our friends among the Allies reject it—well, they will have to make their own peace and dispense with our assistance." While the views of Clemenceau and Wilson are widely divergent, there is the hope, since they are the expressions of friends and Allies, that they may yet be harmonized.

Finding Common Ground

First of all it should be remembered that France has lived for decades right under the Teuton menace and that she

Thrashing Out the League

By CHARLTON BATES STRAYER

must remain Germany's next-door neighbor. With such a frontier her point of view regarding what constitutes protection would naturally differ from the view of the United States three thousand miles across the sea. In the second place it should be noted that Premier Clemenceau, in affirming his belief in the "balance of power," said also that nothing should be allowed to separate after the war the four great powers that the war has united. These four are Great Britain, France, Italy and the United States. We have in these four the beginnings of the League of Nations, if only they be organized on the principle of a league that would gradually be enlarged to take in other powers, rather than upon the basis of a more or less selfish alliance. While President Wilson affirmed his adherence to a union which should be a "combination of all of us," it is not to be supposed that he advocates the immediate entrance of all nations into the League of Nations. There must be absolute harmony of purpose and acceptance of common ideals or the league would be a failure at the start. A perfect League of Nations would take in all powers, small and great, but we can't begin with perfection. As President Lowell of Harvard University has well said, "The only nations that can initiate a League of Nations are the Nations that have won this war."

For the United States to enter into an offensive and defensive alliance with Britain, France and Italy would mean the perpetuation of the old system, and would constitute the "entangling alliance" against which Washington warned his country. To adopt the conception of a League of Nations, to establish this principle in the union of the powers that have won the war, to arrange for the perpetuity of the league and to receive other nations

as they prove themselves trustworthy would not be to form an "entangling alliance." France need not fear that the

Germany which made the war, and Germany as she now exists, will be admitted into such a league. Mutual trust and confidence would be fundamental to membership. France would rightly demand protection from an unrepentant and unchanged Germany. When nations have confidence in each other they will not need to protect their frontiers by forts. The unfortified border between the United States and Canada is proof of this. Such would be the relation to one another of all the nations composing the League of Nations, and they together would use compulsion, moral, economic or military, to make the nations that cannot be trusted keep the peace.

Fears About the League

Much of the opposition in this country to the League of Nations is based upon the assumption that it contemplates the organization of a supranational body with an international police force capable of overriding the authority of any single country. Some have pictured such a body as destroying the sovereignty of every power entering into it, and as having the right, for example, to conscript the young manhood of the United States and to order them to do military service in any part of the world desired. It is needless to say that no representatives of this country might send to a peace conference would have the right to commit the United States to any such plan. Nor do I believe this is in President Wilson's mind or in the mind of any advocate of the League of Nations. Such a league is designed to make wars improbable or impossible, and should a war break out in the face of the pressure of the League to prevent it, this would in a measure prove the basic idea of the league a

(Continued on page 99)



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Baron Shaughnessy's Successor

Continued from page 92

he is reported as stating that he could not see any future as a plodding law clerk in the legal department of the C. P. R. However, his great friendship for Mr. Creelman finally induced him to enter the gray stone block at the Windsor Station in Montreal, where the C. P. R. head offices are located. In five years' time—on July 1, 1905—he was appointed Assistant Solicitor of the C. P. R., and five years later his aptitude for corporation law and railway operation had so impressed the C. P. R. directors that his appointment as Chief Solicitor did not cause any surprise.

By this time the legal department of the C. P. R. had become the most fascinating thing in life to the young Toronto lawyer. Here, in a department which specializes on defensive law, the young executive encountered real battles and found a stepping stone to larger activities. In the legal department of the C. P. R. the officials are always on the defensive—for what the C. P. R. has got it must always attempt to hold. At almost any time the department's files contain numerous cases in process for all the civil courts of Canada, including the great railway court, the Dominion Railway Commission. And it was in this specialized labyrinth of defensive law that the hand of Fate made Edward Beatty one of the most effective and necessary units of efficiency in the C. P. R. organization. When he became Chief Counsel and Vice-President of the system in 1914 he was not even mentioned in a reputable "Who's Who," although a few men in Canada with good judgment considered him Canada's foremost corporation lawyer and one of the strong railway men of the Dominion.

It has been Mr. Beatty's accumulating job to see that public sentiment does not weaken a system which seeks to master the public by being its servant, and while he might not happen to know anything about long haul routes and the life of a box car, there were times when he had to prime himself in short order with the minute data concerning the spread of a weak rail on a curve in the Rockies, or the variation of freight rates on C. P. R. liners crossing the Atlantic.

E. W. Beatty's appointment to the presidency of the C. P. R. was forecasted last September when an inspection party of C. P. R. directors was visiting Toronto previous to leaving for the western provinces in a special train. The writer of this article had gone to the North Toronto Station to ask Baron Shaughnessy what the C. P. R. proposed doing concerning the new Toronto Station and the Harbor Viaduct: "My dear young fellow," replied his Lordship, with a quizzical smile, "I could probably answer your question, but there is a young man farther down the platform who can not only give you more details, but can tell you a whole lot of things about the C. P. R. that I do not pretend to know. You'll have to get your information from him in the future concerning C. P. R. policies." The young man was, of course, Edward W. Beatty, and he unhesitatingly gave the required information which the citizens of Toronto were eagerly listening for.

Mr. Beatty is one of the most likable and approachable men that has ever occupied a Canadian railway president's chair. From the days when he was a student at Toronto University, where he captained the football team, right up to the present time, he has had a host of friends, for unlike many public men, he has continued to keep the friendships made in early life.

The day after Mr. Beatty was appointed president he arrived at his office in Room 203 of the C. P. R. Building in Montreal, and proceeded to his regular work as if nothing special had happened. He had

not been at his work half an hour when the newspaper men broke in on his privacy. "An appointment of this kind is a nice thing, all right," said Mr. Beatty in response to congratulations, "but with it goes responsibility and much work. However," he added, "there is a fine spirit among the people of the Company, due to the influence of Lord Shaughnessy, and as I have been a lawyer and more or less of a spectator—that also helps some." A modest remark which the scribes recognized as characteristic of "E. W. B."

Before the newspaper boys got away one of the photographers, while getting several poses of the new C. P. R. president, suggested that he be allowed to picture Mr. Beatty with his hat on. "Why do you want that?" asked the C. P. R. president. "Is it because I wear a hat unlike anybody else?" Being answered in the affirmative, he smilingly granted the permission and the photographer went away happy. But after all there is something in the statement about the hat, for anybody who has ever seen E. W. Beatty dressed for the street knows that his hat is always worn on the side of his head. For while he is a great lawyer and an able executive, it seems as if he has this one way of telling the public that he wants to be a good fellow and one of the crowd.

He is a prodigious worker, and no matter where he is, on trains or in other cities, he works with as much concentration as if he were in his own office. But hundreds of friends can attest to the fact that he can relax and play too. He would go hundreds of miles to see a good football or baseball match, and when at either he is not a silent spectator but "roots" with fervor for the team he has elected to support.

Being a bachelor he has little family life, but his wide circle of friends and his intense interest in his work provide some compensation. "Why," said Mr. W. N. Tilley, K.C., who succeeds Mr. Beatty as Chief Counsel to the C. P. R., "Ed. Beatty has only one hobby, and that is the C. P. R. He thinks it, talks it, and lives it, and apparently the two get along well together. Although I will admit," added Mr. Tilley, "that he is a real football enthusiast and that one of the things he blames the Kaiser very much for has been the breaking up of the college Rugby games, at which he was a regular attendant."

The new president of the C. P. R., while an able lawyer, makes no pretence at oratory, although he has always been able to present a case clearly and incisively when it has been necessary to do so. He is a keen fighter, and the square cleft jaw which used to plan out attacks on the gridiron in his student days has carried him through many a victory in court rooms and the railway committee of the Dominion Parliament. But his strength is not confined to tribunals. He is a student of labor problems and has the confidence of the thousands of workmen who make up the C. P. R. organization from coast to coast, whether they work on locomotives, in machine shops, or at their desks. One thing Beatty knows well, and that is his fellow man. The result is that in all ranks of the system the men openly say that "Beatty can be depended on to do the right thing."

The appointment of E. W. Beatty demonstrates that "Canada still has plenty of room to grow in"—to amend a famous advertising phrase of the C. P. R. It contradicts the formerly accepted opinion that if a young Canadian was to rise to his real level he must either join a corporation in the United States or run for a seat in the British House of Commons. It has also emphasized the fact that Canada can provide from among her own sons the necessary mental material for guiding her big corporations.



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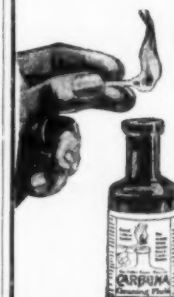
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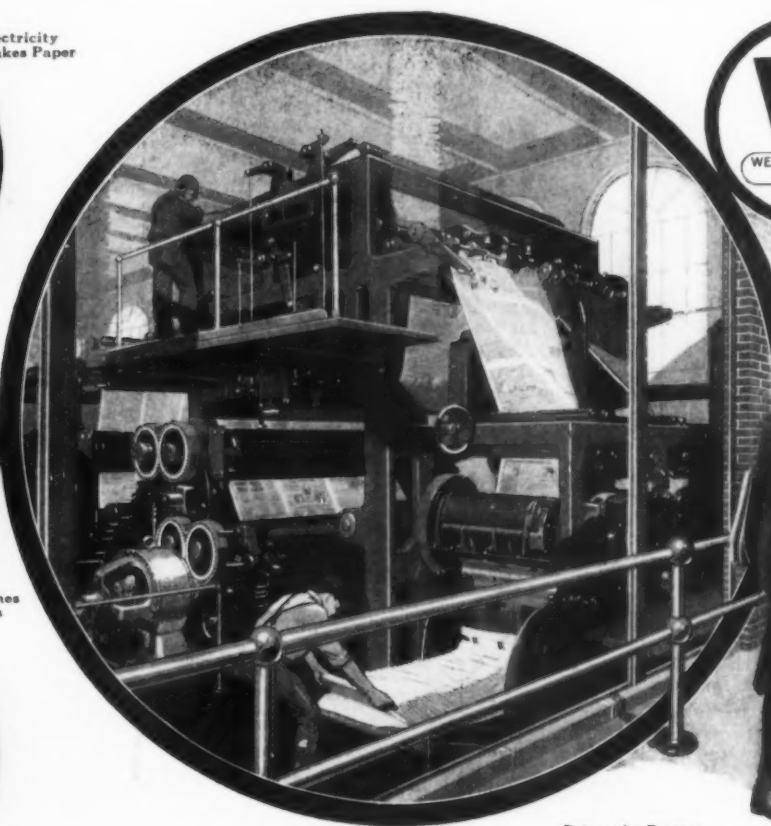
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Electricity the Money Saver

By ROBERT G. SKERRETT

TEN tons of coal out of every one hundred hauled by rail are burned up in transit—used by the steam locomotive commonly employed in this service. With millions of tons of fuel thus moved from our mines yearly, very little figuring will reveal the wastage involved in this kind of traction.

The transportation of coal for power purposes is one of the worst violations of present-day economy in industry, for it involves the needless shipping of an enormous and unnecessary weight. Where should we be socially, industrially, commercially if we still had to go to the town pump, to the well, or to the riverside to draw our water? Think, instead, of how we distribute with amazing ease billions of tons of water through organized systems for our multitudinous and necessary services.

And yet, broadly stated, we have not improved so very much upon the town-pump period of our national life in our utilization of coal as a source of motive energy. During 1917 our mines yielded 640,000,000 tons of coal. The figures for 1918 are not yet available, but we shall probably find that the total proves to be more than 700,000,000 tons. There is every reason to believe that our domestic consumption now averages annually quite 500,000,000 tons; but all save a moderate percentage of the yearly output is moved long or short distances from the pit mouths, carried in the aggregate hundreds of thousands of ton-miles in order to reach distributing centers or places of consumption.

And how has most of this coal reached its different destinations? Primarily by means of the railroads. And what has furnished the tractive force for these laden trains in the great majority of cases? Thousands of steam locomotives. So long as this practice continues every ton of this fuel and all trunk-line freight will cost us more than it should to ship. This is only one angle of the whole problem of providing the nation with a sufficiency of motive energy and furnishing enough power to meet the industrial problems that are rapidly coming to a focus. Our coal consumption has been increasing of recent years at a normal rate of seven per cent. per annum, and the time for economy is upon us and not somewhere in the distant future. Indeed, the Government authorities have prophesied, if the present rate of utilization continue, that our best and handiest coal reserves will be exhausted in less than threescore years!

About two-thirds of the coal now used in the United States goes into the production of power, which is divided well-nigh equally between our industries and our transportation systems. According to these figures, then, out of a production of 650,000,000 tons of coal, let us say our steam lines burn approximately 216,700,000 tons in the course of a twelvemonth! And, further, we are informed that the carriage of the coal used for power generation absorbs substantially one-third of the freight capacity of the railways of the country!

No steam locomotive operates without dragging along with it continually a tender loaded with fuel, and it draws without cease upon this source of energy whether it be moving or standing still. Realizing the wastefulness of this procedure, the locomotive builder has bent every effort toward cutting down coal consumption for a given propulsive effort. He has achieved notable results, but despite his successes the ultimate solution of the entire problem of economy must be sought in another direction.

Every pound of freight carried needlessly must be paid for sooner or later by the ultimate consumer. Why, then, haul millions of tons of coal, intended for

power purposes, when the motive impulse can be sent invisibly, imponderably broadcast over a range of more than two hundred miles from its source? Why not burn the fuel at central stations, and produce there electric current and thus avoid the maintenance of a multiplicity of separate power units in the form of just so many locomotives of the same aggregate propulsive capacity?

The steam locomotive, no matter how big, is a relatively small power plant, and, in proportion to its rated horse-power, calls for an expensive measure of supervision in its operation. This mobile power plant must run upon the line in all sorts of weather, and it is exposed to atmospheric conditions which affect more or less markedly its efficient performance. If the up-grade be steep, the train heavy and the tracks slippery, the steam engine struggles and wracks itself in a strenuous effort to overcome the physical difficulties, and coal is shoveled desperately into the furnace to keep up the needful pressure in the boiler. The fuel is burned wastefully.

The central power station, on the other hand, operates under very different conditions. To begin with, it has the advantage of a permanent site; it can be housed so as to be largely indifferent to the state of the weather without; its bigness permits of the efficient installing of auxiliary apparatus that tend to promote economy of operation, both in labor and in fuel, and the power production per pound of coal burned is one hundred per cent. greater than that possible with the best of steam locomotives! And where the coal for the generation of current for electric locomotives is utilized virtually at the mine mouth the saving is all the greater.

The electric locomotive is simpler in get-up and more rugged in construction than its steam rival, and, therefore, costs less in upkeep. The benefits of electric traction have probably been brought out in their most spectacular aspect here by the electrified Rocky Mountain Division of the Chicago, Milwaukee and St. Paul Railway, covering as it does a stretch of four hundred and forty miles. In that case, however, the sources of energy are hydro-electric plants. "White coal" is doing the trick, i. e., the power in falling waters is turning the great turbo-generators. Again, the descending locomotive is a producer and not a user of motive current; and its motors, turned by the gravity-impelled driving-wheels, become dynamos and feed energy back into the conducting wires, and thus actually help to draw another train up-hill! This would be the case whether waterpower or coal were the primary source of energy at the central station.

Coal burned in the fire-box of a locomotive must be of a superior grade to produce standard results. Central power plants, on the other hand, if properly equipped, can utilize effectually lower and, therefore, much cheaper grades of coal. That is to say, culm can be burned successfully in the furnaces of stationary boilers provided with suitable grates and mechanical stoking apparatus; and it is possible to obtain a very high capacity of steam-making in this way with a minimum of supervision and labor. One power plant in Pennsylvania produces right straight along in the neighborhood of 30,000 horsepower of electrical energy from this low-grade fuel, and within that immediate neighborhood there is accumulated in the course of a single year more than half a million tons of culm—a by-product or waste incidental to the mining of coal that is shipped afar. This is only one among many places where culm is available in enormous quantities, and normally it can be had for a fraction of a dollar per ton.

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It is entirely practicable to erect power plants in these districts, equipped with highly efficient steam turbo-generators, and thus to produce a great amount of electrical energy that can be distributed over a very wide zone. Within that range it would be feasible to operate the railroads, the trolley lines, and the factories, and to furnish light and current for domestic use, either within neighboring townships and municipalities or among the more scattered rural dwellers. The point is that this method of using coal would reduce to just that extent the movement of fuel for service within the area concerned, and make it possible to furnish a given volume of motive force under all conditions of the weather and despite any hampered circumstances of rail carriage.

It is the intention of Norway, Sweden, Switzerland, and Italy to embark extensively in the electrification of their trunk lines as part of their schemes of reconstruction. Germany, too, so it is said, will do the same thing—in her case, how-

ever, coal rather than water-power will be the prime source of energy. In England the question of centralized power production and the wide distribution of electric current has received special study and will, no doubt, be a phase of her general readjustment program. The French have had this problem under consideration for some time, and there is ample reason to believe that we may look for an electrified Europe in the near future, cutting down not only the burdensome distribution of coal, but utilizing that fuel far more efficiently. Railroad congestion here, and the high price and seeming scarcity of coal during the past year, have made it plain how wasteful, hampering, and costly are our prevailing methods in the use and distribution of this material. We have outgrown the days of the water-bucket and yet we cling persistently to the coal-scuttle. If we are to compete upon equal terms with our rivals abroad we must change our practice in this respect, and do it soon.

On the Heels of the Hun

Continued from page 77

kissing a German soldier and bore the message, "Vergiss mein' nicht," instead of *Mille Baisers*. Tobacco there was in abundance, and cigars and cigarettes. They were a bit dear—I paid forty cents for a package of ten cigarettes—but they were obtainable. I have found many gold-tipped cigarettes in officers' quarters in the Hindenburg Line. Plenty of cigars were stacked up on the shelves of the little store bearing labels that were identical with those to be seen in American tobacco stores. Where they came from I do not know, and the little German maid on duty in the store could not tell me either. She was a pleasant little blond thing of about twenty, chosen with evident regard to her ability to attract the German soldiery. Naturally she was German through and through, though she tried her best to please her new American patrons, displaying her stock of English words, which terminated with "Vill you kees me?"

Arriving at the city proper we had first to cross the huge moat before we could pass through the city gate. This moat was not simply a ditch; it was a real, business-like medieval moat, made of several great ditches with ramparts between; and the whole was connected with the river, so that in case of an invasion the water might be turned in, the drawbridge lifted and the enemy retarded for a while at least. But this day the gates were wide open, at least to friendly appearing Americans, and we passed through, coming upon the main street almost immediately. It was alive with bunting and flags. Many American flags were to be seen—a pretty compliment to the boys who have been the defenders of Lorraine during the past year, but who were having no official share in the occupation of the capital. Nevertheless we accepted the thanks of the people, and it seemed very pleasant to wave back at the happy French who greeted us with cries of *Vive l'Amerique!* and *Vive les Americains!*

We drove immediately to the public square where something interesting is always to be seen. Here were souvenir vendors and newsstands, and at last, bringing ineffable joy to the shut-ins of the past four years, the Paris papers. For the Frenchman and Frenchwoman of whatever station in life consider the Paris paper as necessary as food and drink.

On one side of the square is the cathedral, a noble pile of masonry with the endless stone carvings characteristic of medieval cathedrals. On the day of my visit it furnished unusual interest and even amusement; for it had a special decoration in honor of the victory. It seems that one of the statues over the entrance had originally been made to represent the prophet Daniel, but the Kaiser had ordered the face of the statue to be changed and carved in his own likeness. And the

Metz people were obliged to face this *Kaiserliche* atrocity every time they went to church. They endured it as long as was necessary, but the moment the galling foot was removed from their neck they gave vent to their long irritation by showing their spite against the statue. They did not tear it down or deface the holy edifice, but with typically Gallic subtlety they gave it a more delicate insult. They secured a stout pair of handcuffs and placed them upon the hands of the camouflaged prophet, then hung about his neck a large placard with the Latin inscription, *Sic transit gloria mundi* (Thus passes the glory of the world).

But there were evidences of greater rage and ruthlessness in connection with some of the less religious relics of the imperial family. Statues of Friedrich Wilhelm *et al.* were pulled down on the thirty-first of October, when a riotous demonstration took place, and inhabitants told me that the soldiers had torn off the insignia of rank from the officers and refused to obey them any longer.

Speculation was rife in Allied countries over the food condition in Germany. Metz showed no serious lack of food, though, as elsewhere in the world, it was dear. Vegetables are plentiful, for the soil is fertile; meat was to be had; good beef sold at the market-place for an equivalent of sixty cents a pound. There were little booths in the parks where one could secure *Kaffee und Kuchen* for twenty-five pfennigs, though of course the *Kuchen* showed lack of sugar. Candy was not entirely wanting, however, a hard variety being on sale in the confectionery stores. Two curious things were evident—the shortage of rubber and the substitutes for leather. Bicycles trundled about the streets with a curious kind of tire. It was made of wood fastened to the rim by an ingenious system of springs. Shortage of leather had given rise to the use of a peculiar makeshift for shoe soles. I saw them in the shoe-shop windows made of a number of scraps of leather tacked on a thin sheet of leather.

Night was beginning to fall and it was necessary to start on the long journey back to headquarters. But as we left the city we left it in good spirits, for in the hands of its rightful owners it seemed to be starting on a new era no longer in fear of the hand of the oppressor, for he was now chained, as was his symbolic figure on the cathedral. And I was very glad that I could be present at the municipal housecleaning while Metz was sweeping out the debris of the German occupation and was preparing to resume its true self as the heart of French Lorraine, which has never ceased to beat in rhythmic pulsation with the heart of *La Patrie*, the great French Republic now come into its own.



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The Handwriting of the War Leaders

Continued from page 90

attacked, he is altogether domesticated. He is affable and tactful—even diplomatic at times. Note the curving base-line! His power of penetration is strong. Not easily fooled by men. He follows the adage, "Shut mouths catch no flies" and he is diplomatically evasive. His stubborn formations would disturb his colleagues, for he is honest in his friendship—in a sense, stands pat when he gives his word. In great emergencies he would exhibit too great care.

Mr. Schwab

To handle the gigantic task of furnishing ships for our nation demands not only superlative physical strength but a constructive creative mind. And in the signature of Mr. Schwab are found these elements. There is the fortunate combination of a poised handwriting, firm, forceful, full of ink, showing will-power and determination developed to the 7th degree. His capitals are equal in height, with a high looped "h." Assurance, and then assurance! And he possesses that assurance that anything which can be accomplished is finished in his mind. And then he tackles some other proposition. Two twin traits a bit hard to beat! He whets his "w" as if it helped him to form his judgments of men and materials. He is the type who would grin and be as hard as nails. That final fling at the end of his name—the blunt dash—reflects his independence and courage. But his stubborn persistency stands in the way of doing things he dislikes. And he recognizes this. There is an easy flowing swing to his pen-movement—a personality who thinks readily, setting in motion his ideas practically.

The hurried, energetic, nervous script full of power and bluntly shaped in parts, with the telegrapher's style of signing his name, indicates with Mr. Baruch shrewdness, keenness, mental balance, with an utter dissatisfaction unless he is working overtime. Those close to him know his peculiar insistent, quite courteous fashion, even though short, of emphasizing what he wishes to be done. Curiously enough it's done! He underscores the word, "quickly." He has the intellect capable of grasping endless details, but his fleet curved formation throughout shouts aloud that he will not subordinate himself to them as a business proposition. The undulating base lines betray a subtle evasive diplomatic quality, carrying at the same

lines, reflecting a judgment unquestioned when it comes to practical affairs. One firm link in his chain is his willingness to serve those for whom he has a strong regard. But he would form few friends! Big responsibilities would be as the breath of life to his nostrils.

Probably the most striking feature of Mr. Hurley's writing is the remarkable blunted fashion in which he crosses his "t" and "v", and taken with his angular style proclaims him to be a man with much intellectual force, but primarily an obstinate fighter. Rapid in thought, he would energize his actions, backing them up with statistics, details, and facts. Stern, grim, silent, he abbreviates his final letters—still he is adaptable. He is the kind who will clinch his jaws when he is concentrating on any matter, but withal he is kindly, for he writes at an angle of forty-five degrees, which shows the heart of the man. The solid connections between letters points out his logical method in presenting his ideas. Something of an idealist as to public affairs and quite independent in his point of view. Not given to extreme tact. Too blunt! The element of leadership is revealed in the big confidence shown by his capitals. The whole writing betrays the scientific mind with possibly too great a leaning toward exact-

Yours very truly:

Edward A. Hurley

ness. Further it leads to one conclusion—he never is subservient. A weakness as some will think, especially his opponents. I would call him a conservative radical, if there is such an animal.

"No possible, probable shadow of doubt, no possible doubt whatever," that General Tasker H. Bliss knows his own mind and intends that everyone else shall know it too. He walks across the page stamping his approval or disapproval with those masterpieces of stubborn determination—his "t" bars. He writes straight, acts straight, and thinks straight, with not a hesitant hair on his head. He has disciplined himself and reciprocates his training. His holograph is firm as iron. But he has a temper which if once aroused, would enable him to see red and act accordingly.

His sense of system is appalling for the temperamental person. But, underneath is a strong human current of real sympathy—understanding—and willingness to help. Note the angle again! Try to bluff him, and he will not show finesse, but use an axe. But in adherence to what he thinks is right he can always be found where he belongs, at his post.

John J. Pershing is a name to conjure with! However, the simple direct fashion

Very Truly Yours
Tasker H. Bliss
General, U. S. Army
Chief of Staff.

time a sort of mental grin. When he conceals, no one can drag forth his views. Attempt to get in his way and he will only jump over you! Even the dashes show his extreme caution. You cannot trade on his personality. It is easy enough to forecast from such traits that he always gets what he desires.

He, too, makes even spaces between his

in which he signs his name, each word replete with strength and purpose, reflects his straightforward, frank, unassuming nature. Entirely curvilinear, he is always at ease, has little to conceal, and every action is marked by clear thinking. No spasmodic enthusiasm. Observe how readily he just moves his hand as if what he has accomplished did not matter very

much after all. No evidence of haste in that writing! He approaches every situation calmly, deliberately. His pen-pressure controls every stroke.

This is significant of the fact that his

John J. Pershing

mind holds his impulses in leash, just because he thinks that is where they belong. He might be gusty at times, but it would be rare. In the performance of his duty he would always be on the job, for the even pressure throughout enables him to ignore trivial things. Furthermore, within his chosen circle he shows a hopeful happy nature, generous and tolerant. Still, the undercurrent flow of his thoughts makes for clear and firm decisions. This type of writing always reflects a greatness of spirit and no sense of inferiority. It is as if he said, "I am a he-man. Contradict me if you dare."

It is in this big resourcefulness, that General Pershing and Marshal Foch are alike and although there is a wide dissimilarity in their handwriting, still, by close examination, you will observe that the main features of each correspond. Both show that individual and exceptional linking together of their capital letters, signifying logical sequence of thought.

Marshal Foch gives additional weight to his views since his script is deliberately underscored, light but firm. And the

angularity of his numerals shows that his mind is mathematical—that he plots scientifically and with lightning intelligence! His signature, bold and fine, imposing in its delicate uniformity, is found with many executives. The dominating force and eminent restraint present, impresses and attracts, even if one does not consider the reason. It vibrates strength! For he who has mastery of all of his resources controls his destiny and

could control nations. If we could speak to either of these men and really ascertain their conscious belief, we would find that the high esteem and regard in which they are held does not shake their poise. Almost indifferent! For both are greater than their spheres of endeavor, because of their quiet superiority to things as they are. That these two types are individual, separate, is evident from the very distinction of their pen-personalities.

Jan. 27. 6. 14

J. Foch

As you survey any group of individuals whose minds dominate specifically the great activities of nations, the powers they exercise come from within themselves. "The moving finger writes and having writ moves on"—leaving behind a record easily interpreted.

Thrashing Out the League

Continued from page 92

failure. Moral force and economic pressure would be the first dependence of the League in keeping peace among the nations. The sovereignty of no power would be invaded. Nations might still declare war, provided they dare face the pressure the League of Nations would then bring to bear upon the recalcitrant powers.

An Irish Republic

Emboldened by their success in the recent Parliamentary elections, seventy-three Sinn Feiners plan to meet at Dublin and constitute themselves a National Assembly. They will proclaim the independence of the Irish Republic, elect a President, legislate, attempt to levy taxes and send representatives to foreign countries. In ways unknown the Sinn Fein are believed to have secured arms and ammunitions in large quantities, and if their plans are carried out a military clash with the British forces in Ireland is a foregone conclusion. The revolutionists are courting such a clash at the time the peace conference is in session. They will endeavor to be heard at the conference and will claim the right to separate national existence under the principle of "self-determination." Efforts to apply this principle to Ireland will reveal a different situation than will be found anywhere else in Europe. The Irish are homogeneous people, but they are a "house divided against itself." Industrial Ulster, representing a minority of the population but a majority of the country's wealth, is as bitter in its determination to keep its present relation to the British Empire as the rest of Ireland is determined to have independence. If both are to be satisfied Ireland must be split.

The attitude of the Sinn Fein leaders was clearly shown by Liam Mellows, who was made a member of the British Parliament at the recent election. Speaking in New York recently he said: "No more truck with the British Government. No more recognition of British law in Ireland. No more recognition of the English courts of justice and the withholding of every cent of money from the imperial Treasury

so far as we can. Already English law is a farce in Ireland. England may hold Ireland, but she does not rule it."

This is plain speaking indeed and all friends of both England and Ireland must watch the future situation there with fear and trembling.

Telling Germany Her Sins

The first sign of German repentance comes from Maximilian Harden, Germany's most outspoken publicist. I have taken the position that when Germany acknowledges her guilt before the world and begins to lead a clean life the world should show readiness to receive her back into the family of nations. Until she repents and brings forth the fruits of repentance in her national and international relationships, Germany cannot hope to be trusted by anyone. In her whole course since the signing of the armistice there has not been the slightest sign of repentance. Harden in *Die Zukunft* tells his fellow countrymen for the first time what the world holds against Germany. He recites "fifty-one months of brutal rule in Belgium," where "all law was broken, forced labor imposed, civilians deported, while at the eleventh hour industries were still destroyed and towns plundered." He cites similar devastation and destruction in Northern France; "air raids against all law and all customs"; "the sinking of passenger ships and hospital ships"; "secret agreements with the Irish and the Flemish"; "the smuggling of explosives, bacilli and incendiary instruments into neutral countries"; "everywhere bribery, fraud and theft"; "a country fertilized with the blood of the Armenian people, and all over the earth hardly a voice for Germany." No enemy of Germany has summarized her crimes in more scathing terms than this recital by one of her own citizens. We recommend it to the thoughtful consideration of the seventy million people of Germany, in the hope that the world may yet hear the cry of repentance coming from a nation that has sinned so grievously against every law of God and man.



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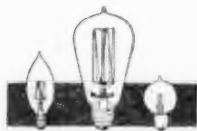


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BRUNSWICK SUBSCRIPTION COMPANY
225 Fifth Avenue, - - New York City

Watching the Nation's Business

By THOMAS F. LOGAN

LESLIE'S WEEKLY Bureau, Washington, D. C.

Foreign Trade Conquest Begins

PRESIDENT WILSON'S plan for expanding our Commercial Attaché service is an indication of a desire to be helpful to American business in the grueling competition that has already started. It is highly important that these officials should be established at Rome, Madrid, Ottawa, Mexico City, Santiago, Chile and Athens, and in every important center where American trade expansion is contemplated. It is even more important that the American consular service be expanded, as Chairman Hurley of the Shipping Board suggests, to meet the needs of a foreign trade commensurate with our merchant fleet. A survey has been made by the State Department to formulate recommendations for increases. These will be made, it is understood, particularly in the Far East and South America. The useful potentialities of the Webb Export Combination Bill are being explored somewhat slowly. Fifty-two associations of manufacturers have been formed and are busily launching plans for working the foreign field. It seems likely that the benefits of the combinations will come largely to the smaller manufacturers, but this is only possible when they pool issues with the big concerns on an equitable basis. If combinations are permitted in foreign trade, is the Sherman law's restraint on trade necessary at home?

Greece in the War

Military considerations obscured the situation in Greece during the war. Now as the censorship lifts and the facts are obtained, it is possible to appreciate the re-assertion of that nation's ancient vigor and to assess her valuable contribution to the winning of the war. The descendants of the race that fought at Thermopylae have written a new bright page in the history of their country. It was the collapse of Bulgaria that set the Teutonic house of cards a-falling. Greece contributed an army of 250,000 to the force that brought about this collapse. The Grecian forces administered one of the decisive defeats to Emperor Ferdinand's veterans. The Grecian patriots claim reasonably that they contributed much to the turning of the tide for the Allies. In addition to this main army there were 75,000 men fighting in Ukraina and at least one division in another battle area. In consideration of this contribution, the Greeks will ask that the Peace Conference, when applying the principle of racial determination, recognize the aspirations of the four million Greeks who live in Asia Minor. It was significant that Premier Venizelos was the first statesman whom the President asked to see after the necessary official formalities in Paris.

Holding Back the Soldier's Pay

Throwing up his hands in a cloud of red tape, Secretary of War Baker proposes to pay off discharged soldiers on their affidavit as to the amount of back pay due them. This is a belated recognition of a state of affairs that would have greatly impaired the morale of our armies had it been noised about during the war. It already has attracted the attention of observant congressmen. Representative Mann has called attention to the fact that several hundred soldiers sent to convalesce at West Baden, Indiana, received no pay for several months. Both Representative Butler of Pennsylvania and Walsh of Massachusetts have cited other startling delays in the pay of soldier and family allotments. Representative McFadden of Pennsylvania has already introduced a

resolution for a congressional investigation of the War Risk Insurance Bureau. These delays impair the soldiers' appreciation of the Government's announcement that war risk insurance will be continued for five years after the war. Secretary McAdoo, however, urged all soldiers withdrawing from the army to keep up their insurance. The promise is held out that at the end of the five-year period the present policies may be converted into ordinary life, twenty-payment life and endowment insurance, maturing at the age of 62. This is the cheapest life insurance ever written. Provided it is efficiently administered, it will prove a continuing benefit to the soldiers who served so faithfully in the national crisis.

Demobilization of Student Soldiers

Turning back to a peace basis, the colleges are enabled to get a good line on the appreciation of the educational opportunities offered by the Students Army Training Corps. Demobilization in most of the colleges began early in December and was finished by the end of the month. Harvard University, to facilitate the change, took a census of the 1,535 men composing the unit at that college, which produced some illuminating statistics. It developed that 486 of the men did not wish to remain at Harvard. This might indicate that a very considerable portion of the unit were not prompted by educational considerations in arranging to stay away from the draft camps. Only 324 members of the unit were able to continue their studies for degrees at their own expense; 179 candidates for degrees were unable to continue at their own expense, and 95 who desired to become candidates for degrees were unable to finance their studies.

The Indians True to the Colors

The Indian proved himself a true American during the war. Of a total of 33,000 eligibles for military service, 8,000 were in the Army and Navy when the armistice was signed. Of this number, 6,000 enlisted voluntarily, a percentage said to be better than that of any other nationality represented in American citizenship. The Indians subscribed \$15,000,000 to Liberty loans, a per capita record of \$50. Ten thousand of them joined the Indian Red Cross. Their patriotic effort extended into every phase of war work, and Indian women were particularly noted for their knitting. Mrs. Sarah Valandre, of a South Dakota reservation, established a remarkable record on a soldier's sweater, which she began at 2:00 P. M. and completed at 10:30 P. M. These war services will go far to support the demand for the release of educated, self-respecting Indians from the guardianship of the government.

The Packers' S. O. S.

In meting out praise for war service, the country should not ignore the work of our great packing organizations. Official reports have immortalized the part of Pershing's Service of Supply in victory. Back of the Service of Supply stood the Armour, Swift, Morris, Wilson and Cudahy packing companies. They made it possible for the American army to go through the war without a hint of scandal in regard to foods. These great concerns of which the country should be proud met every emergency which the war applied. Their food shipments were up to schedule whenever it was possible to make them so, even in times of unprecedented congestion on our railroads in dead of winter. Nothing but great business genius could have achieved these results.

The Melting-Pot

The operating deficit of the Canadian Government railways during 1918 was \$8,000,000.

A woman who died in Guilderland, N. Y., left \$1,000 to a Masonic lodge to keep flowers on her grave.

The average wage per man of the U. S. Steel Corporation employees in 1918 was about \$1,500, compared with \$677 in 1904.

Parcel-post thieves stole about 100,000 packages from the mails in the past year. An organized gang of robbers seems to have been at work.

An intoxicated man, in New York, six feet ten inches tall, recently in a quarrel beat his wife to death in the presence of five children.

A chambermaid in a Chicago hotel who has been in this country two years sports a \$200 diamond ring, which she boasts she has bought out of her frugal earnings.

A New York woman, in a letter to a newspaper, criticizes President Wilson because he tasted champagne at the banquet given him by the French Government.

The skilled German mechanic rarely earns more than \$5 a day. Recently a ham sold in Berlin for \$1.30 and eggs at 75 cents apiece. A very ordinary meal cost \$15.

One of the principal promoters of a recent hotel waiters' strike in Albany, N. Y., and who was at the head of the local union, has been exposed as an enemy alien and is in jail.

The failure of the Socialist candidate for Governor to receive three per cent. of the total vote cast recently in Massachusetts deprives that party of official recognition in the primaries next year.

Samuel Gompers, at Chicago, said: "The labor movement in Europe is usually dominated by some professor, some failure in professional life, who got his fangs into the labor movement and poisoned it."

The American Government is to pay Great Britain for every American soldier carried to Europe in a British vessel, and the cost was first fixed at \$65 each, but Great Britain, it is said, now wants \$130.

The efficiency of the workers at the great Hog Island shipbuilding plant increased twenty per cent. after the armistice was declared, with the prospect of the return to this country of millions of men needing jobs.

Nearly all the 20,000 workmen at the Schenectady (N. Y.) plant of the General Electric Company and 20 per cent. of the men at the Erie (Pa.) plant walked out because ten men were laid off at the Erie plant.

A Chicago druggist fired a shotgun at a burglar who entered his store, putting the intruder to flight, and thus saving about

\$175 in his cash drawer, but smashing with the shot a \$250 showcase and \$250 worth of bottles.

The Austrian Archduke, Leopold Salvator, former Imperial Master of Ordnance, is charged with having made \$4,000,000 by profiteering on contracts for supplying dried vegetables to the Government.

Secretary of the Interior Lane favors tariff protection to enable beet sugar companies to manufacture potash as a by-product. Most European countries protect their sugar interests by an almost prohibitive duty on cane sugar.

Secretary of the Navy Daniels's son, while a plebe in the Naval Academy at Annapolis, Md., was severely hazed by first classmen. Recently he resigned from the Academy, and hunted up his chief persecutor and gave him a beating.

Former Ambassador Henry White, one of the American delegates to the peace conference, was reported by a Baltimore newspaper in 1914 as saying that the war was none of the business of the United States and we should keep out of it.

About 3,000,000 tons of copper lie buried in the battlefields of France and Belgium. Of this 1,000,000 tons or 2,000,000,000 pounds—more than the yearly output of the United States—can be salvaged. England and the United States should share in this copper.

The Brooklyn (N. Y.) Bureau of Charity gave a dinner Christmas night to seventy-six penniless and blind old women, and provided them with a Christmas tree. When asked beforehand what presents they wanted, each declared that the best would be face powder.

In a message to a Y. M. C. A. official in France, General Pershing said: "With a deep feeling of gratitude for the enormous contribution which the Y. M. C. A. has made to the moral and physical welfare of the American Army, all ranks join me in sending you Christmas greetings and cordial best wishes for the New Year."

Several of the deposed princelets of Germany are qualified to earn their own living. The Grand Duke of Oldenburg is a naval engineer; the Grand Duke of Hesse an architect; and King Louis of Wurttemberg an experienced hotel manager. Duke Henry of Mecklenburg-Schwerin has been a salesman of automobiles in the United States; Prince William of Saxe-Weimar, a waiter in a New York restaurant. The daughters of King Frederick Augustus of Saxony are good housekeepers. Let 'em work!

Let the people think!

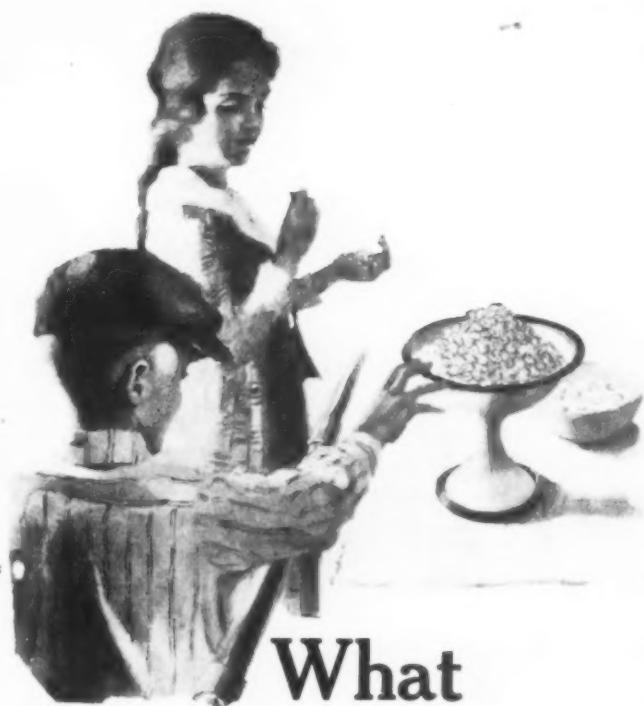
Shows in New York

ATTRACTIONS TO WHICH YOU MAY SAFELY TAKE YOUR DAUGHTER

Adrian Hall	Concerts	Leading artists in recitals	Lyceum	Daddies	Bachelors and kiddies
Astor	East Is West	Oriental setting	Lyric	The Unknown Purge	Genuine thriller
Belmont	The Little Brother	Drama of tolerance	Manhattan	The Voice of McConnell	Charmers (Clout)
Booth	Be Calm, Camilla	Delightful whimsicality	Miller	Fillie	Pennsylvania Dutch
Broadhurst	The Melting of Molly	New musical show	New Amsterdam	The Girl Behind the Gun	Brisk musical show
Carnegie Hall	Concerts and lectures	Music by leading organizations and soloists, and New man travel talks	Park	Opera Comique	Good singers in repertory
Central	Somebody's Sweetheart	New musical show	Playhouse	Forever After	Alice Brady in romantic play
Cohan	A Prince There Was	George M. Cohan	Plymouth	Redemption	John Barrymore in colorful Tolstol drama
Cohan & Harris	Three Faces East	Ingenious spy play	Princess	Oh, My Dear!	Smart musical comedy
Comedy	A Place in the Sun	New comedy	Republic	Roads of Destiny	Novel melodrama
Cort	The Better 'Ole	Bainsfather humor	Schweyn	The Crowded Hour	Interesting drama
Criterion	Three Wise Fools	Sentimental comedy	Shubert	The Betrothal	Sequel to the "Blue Bird"
Edging	Under Orders	Play with only two characters	30th Street	Keep it to Yourself	New farce
Empire	Dear Brutus	Barrie play	Vanderbilt	The Gentle Wife	Emily Stevens in new play
Maxine Elliott	Tea for Three	Exceptionally witty	Vieux Colombier	La Veine	Fine acting in French
48th Street	The Big Chance	Willard Mack melodrama			
410 Street	Little Simplicity	Musical romance			
Gaiety	Lightnin'	Delightful character play			
Globe	The Canary	Corking good musical show			
Harris	The Invisible Foe	Spiritualistic romance			
Hippodrome	Everything	Immense spectacle			
Hudson	Friendly Enemies	Play about loyalty			
Liberty	Gloriana	Colorful musical comedy			
Little Theater	A Little Journey	New comedy			
Longacre	Nothing But Lies	Willie Collier in lively farce			

RATHER MORE SOPHISTICATED

Belasco	Tiger! Tiger!	Frances Starr
Bijou	Sleeping Partners	French spics
Casino	Sometime	Ed Wynn and girls
44th Street	Ladies First	Nora Bayes in musical show
Roof	The Riddle	Bertha Kalich
Fulton	Woman	
Knickerbocker	Listen, Lester	New revue
Winter Garden	Sinbad	Al Jolson and last year's success



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Suppose every child could see Puffed Grains—whole-grain bubbles, puffed to eight times normal size.

Suppose every child could taste them—airy, flaky, flimsy tidbits with a toasted almond flavor.

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Suppose all mothers knew what millions know—that Puffed Grains are the ideal grain foods.

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Would many mothers let their children miss these scientific foods?

Puffed Grains are the greatest foods ever made from wheat, rice or corn.

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Serve all three kinds, for each Puffed Grain has its own fascinations.



All-Hour Foods

In the morning serve like other cereals, or with melted butter, or mixed with fruit.

For luncheons or suppers float in bowls of milk.

For hungry children after school, crisp and lightly butter.

Use like nut meats in home candy making.



Puffed Wheat
Puffed Rice
Corn Puffs

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Each 15c
Except in Far West

The Quaker Oats Company

Sole Makers

(2064)

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You will be interested in a list of attractive issues. Send for it.

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"Securities Suggestions"

Among other interesting features, the last two issues of this semi-monthly publication contain the following:

The Question of Railroad Control
What Peace Means to the Packing Industry
An Attractive Diversified Investment
Fortnightly Market Analysis

This with Booklet describing
The Part Payment Plan

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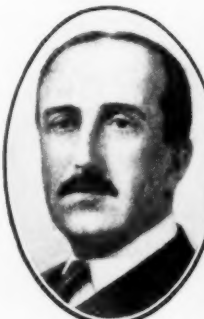
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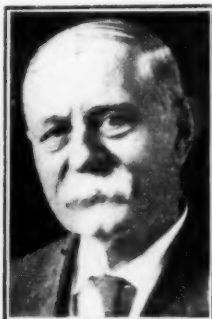
New York

Jasper's Hints to Money-Makers



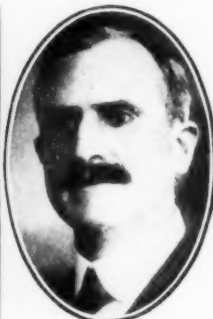
J. OGDEN ARMOUR

Chicago's widely known captain of industry and noted for his philanthropic spirit, who filled not less than twelve thousand Christmas stockings for the deserving poor in his city.



ALBERT F. PHILIPS

An honored member of the editorial staff of the Salt Lake (Utah) *Herald*, who has lately celebrated the fiftieth anniversary of his entrance into newspaper work.



J. H. WALLACE

One of the South's leading furniture dealers and president of the Birmingham (Alabama) Furniture Dealers' Association, whose constitution has been adopted by similar organizations.

NOTICE—Subscribers to *LESLIE'S WEEKLY* at the home office, 225 Fifth Avenue, New York, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their weekly and to answers to inquiries on financial questions and, in emergencies, to answer by telegraph. Preferred subscribers must remit \$5 directly to the office of *LESLIE'S* in New York, and not through any subscription agency. No charge is made for answering questions, and all communications are treated confidentially. A three-cent postage stamp should always be inclosed. All inquiries should be addressed to "Jasper," Financial Editor, *LESLIE'S WEEKLY*, 225 Fifth Avenue, New York. Anonymous communications will not be answered.

MY good friend, Frank Munsey, publisher of the New York *Sun* and numerous other successful institutions, says "The most important thing about an automobile is the brake." There is a world of truth in this simple statement by a practical and successful business man.

The investor who knows when to put on the brakes is the winner. He puts them on, not when danger overtakes him, but when it impends. His success depends upon his ability to judge accurately of the danger long before it appears.

There are those who believe that the New Year opens with heavy shadows on the business situation. I do not deny that in many industries there has been a decided slackening in orders and a tendency, therefore, to curtail production.

What else could we expect with the cessation of war and the withdrawal of the vast orders for army supplies of all kinds? But this is a temporary situation. There is nothing in the general aspect to make us gloomy.

Our strength lies in our enormous natural resources, our prodigious crops, our mines and mineral oils, our lumber, our cotton, wheat and corn and cattle. No pestilence has swept over the land to destroy or to endanger any of these.

It is early to judge of the crop outlook, but at this writing everything is unusually favorable. Our credit has been well established, our dollar is a good dollar the world over. Our biggest business men are organizing to reach out as never before for foreign trade. Our merchant marine has been revived and I trust will be established on a permanent basis by the incoming Congress if not by the present one.

All that we need to insure industrial prosperity is a just measure of protection to the American workingman, and I am bound to say that he is pretty sure to get it when a Republican Congress begins its sessions. Maybe he will get it out of the present Congress. I hope so. There are signs pointing that way in spite of the free-trade tendencies of the Administration.

The industrial development of the South is changing the attitude of the latter toward protection and justifying the predic-

tion of the late Henry W. Grady, of the Atlanta *Constitution*, made by him to me a year before his untimely death, that with the development of the natural resources of the South, it would become a rival of New England, and be insistent on a protective tariff.

We are putting on the brakes in business just now, but we will soon pass the danger point and put on speed, perhaps full speed before the summer solstice. It is for this reason that, as stocks recede and once more approach bargain-counter prices, I advise investors who have ready cash with which to buy, to make their purchases and hold them patiently for the dawning of the better days that are sure to come.

K., GENEVA, PA.: Beth Steel 7's are among the well-regarded short-term notes and are reasonably safe.

L., TURTLE CREEK, PA.: Island Oil stock is being boomed by certain brokers, who are giving out reports of new gushers.

V., WESTFIELD, PA.: N. Y. C. at present seems a better purchase than Penna. R. R. The latter pays 6 per cent. on par (\$50).

S., VANDERGRIFT, PA.: The Telepost Co., with its stock quoted at 80c to \$1, and the Telegraphone Co., 20c to 35c, have a low standing and poor prospects.

K., NEW YORK: As the company has been in business for years and its shares are now quoted at less than one-tenth of par, there is nothing encouraging in the prospects of Telepost stock.

W., JOHNSTOWN, PA.: If you have lost your Liberty Bonds and cannot identify them and prove your ownership you are out that much—just as if you had lost \$200 in bank notes.

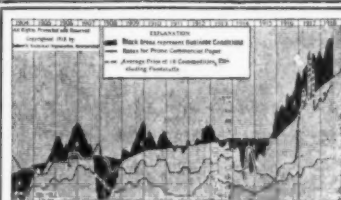
C., CHICAGO: Organized in December, 1916, the Marland Refining Co. has paid dividends of 10% on par (\$5), since August, 1917. That and its valuable properties give it a standing, although it is not yet a seasoned concern.

H., ROANOKE, ILL.: I gather from the circular you submit that a drive is being made by the Perfection Tire & Rubber Co. to sell about \$2,000,000 of stock at \$1.50. A New York broker quotes the stock at 32 cents bid, 30 cents asked.

M., JERSEY CITY, N. J.: The Carwen Steel Tool Co. acquired the property of a successful concern. It has been paying dividends since February, 1917. It pays 50 cents semi-annually and is quoted at about \$5. The stock is listed on the New York Curb.

K., BILLOXI, MISS.: The stocks on your list—Atchison common, General Motors pfd., Rock Island first pfd., Crucible pfd., Beth Steel pfd., and Smelters pfd.—are "reasonably safe," but if your means are limited, I would advise a higher class of investment in preferred stocks and bonds.

K., ST. LOUIS, MO.: The New Orleans, Texas & Mex. Ry. Co. succeeded a corporation whose property was sold under foreclosure. Its capital stock is \$15,000,000, par \$100. The entire capital stock, except directors' shares, was deposited in



What's Coming?

Babson's Mercantile Bulletin, which will be off the press about January 1, will carefully analyze

"The Outlook for 1919"

It will discuss the extraordinary conditions of business here and abroad.

With the war ended, this bulletin is of special interest to manufacturers and merchants. Sent free on request as long as copies last.

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proprietor of the well-known

HOTEL DEL' EUROPE

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sends his American friends and all his patrons his "Kindest Thoughts and Heartiest Wishes for the New Year."

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PERKINS & CO. Lawrence Kan.

Under This Heading

"Free Booklets for Investors"

On page 104, you will find a descriptive list of valuable booklets and circulars of information which will be of great value in arranging your investments to produce maximum yield with safety. A number of them are prepared especially for the smaller investor and the "beginner in investing."

March, 1916, in a 5-year voting trust. Voting trust certificates are listed on the New York Stock Exchange, and are quoted at about \$31.

H., BROOKLYN, N. Y.: The five year 7% sinking fund convertible gold notes offered by the Palmolive Co. seem to be well secured and the statement of President Johnson of the company is entirely satisfactory. The company's standing is excellent and the management very successful.

E., ATLANTIC CITY, N. J.: I have consistently advised my readers not to invest in sulphur lots or oil lots. The promoters of such projects make a good thing from the sale of the land and are not particularly anxious to dig or to drill. Few, if any of these propositions bring profits to purchasers.

L., CLEVELAND, OHIO: You are exactly correct in your opinion that any stock whose promoters promise a return of 50% to 90% may be set down as a fraud. Just now an unusual effort to sell wildcat securities is being made. The operators are so bold that the Government is about to act against them.

F., CHICAGO: Moving picture stocks have been very disappointing. Better leave them alone. The good ones are closely held. The other kind you do not want. The "Birth of a Race" promoters some time ago were called upon to answer in court for some of their practices in connection with the floating of the stock.

L., BEAUMONT, TEXAS: High-grade investment-speculation stocks, as matters are at present, are those on a good dividend-paying basis and selling below their normal prices. The reconstruction period of prosperity should be felt by early spring, if the peace treaty is concluded without undue controversy and if the spread of Bolshevism is summarily ended.

W., NEWARK, N. J.: The 6% bonds of an established enterprise like the Wilson Company look safer than the pfd. stock of the G. Siegle Corporation of America and preferable to it, even with the bonus of second pfd. Although the Siegle Corporation succeeded to the going business of an alien-owned company, it has just been organized and its future is not yet assured.

M., ANCONA, N. J.: It would be a gross imposition to require you to pay \$25 per share for Canadian Marconi. The stock was quoted lately at \$2 bid and \$2.75 asked. As it pays no dividends and has no present prospect of doing so, it is undesirable even at this low price. Perfection Tire & Rubber and National Rubber of New York are highly speculative stocks which had better be left alone.

E., HACKENSACK, N. J.: Midwest Refining's reports are very favorable and the stock looks like a good purchase around \$120. It appears to be the best on your list of oils as matters now stand. Penn-Mex. Fuel pays no dividends. It is in the Standard Oil group and has large properties and a promising future for a patient holder. Okla. Prod. & Ref. is a dividend-payer and a fair speculation.

F. W., ILLINOIS: Beyond question the aircraft companies suffered severely from the cessation of war orders. Unless the government gives peace orders, their stocks can hardly sustain present quotations, though ultimately, by diverting their industry to other lines, they may recoup themselves. Doble-Detroit Steam Motors Corp. stock is quoted at \$5 bid, \$7 asked, considerably lower than was asked for it some time ago.

T., PUEBLO, COLO.: The Cuba Cane Sugar Co. owns extensive properties and during the past season it earned over 7% on common, after payment of pfd. dividends. Its prosperity has been due to war-time demand for sugar. Prices of this product may fall when no longer fixed by the Government. In that case, earnings would decline. The pfd., though it has been paying dividends regularly, is still in the semi-speculative class. Safer to take a profit.

M., PINE BLUFF, ARK.: It is impossible to forecast the decision in the government suit against the Corn Prod. Ref. Co. The suit is for the company's dissolution. If the decision favors the company, the common stock should be benefited, for then consideration of dividends, now fully earned, will be in order. There are no very low-priced railroad stocks paying dividends, but most of the dividend-payers are cheap and reasonably safe. The majority of them are selling lower than their high in 1914.

V., LAKE FOREST, ILL.: International Nickel should do well, for a time at least, after peace is established and maintain its dividend of \$4 per year. I do not advise its purchase on a margin, but rather outright or on the partial-payment plan. Its speculative possibilities appear to have been discounted for the present. Penna. is one of the good railroad stocks. A 10% margin is not advisable unless one has abundant funds in reserve to meet a possible sudden call for more margin.

B., DUBUQUE, IOWA: Among oil shares, you might, with your \$2,000, buy a share or two each of S. O. of N. J., Vacuum Oil, Texas Company or Midwest Refining, after the new stock is out. U. S. Rubber common has not resumed dividends, though there is a prospect of its doing so sometime. U. S. Rubber first pfd., paying 8 per cent., is an excellent investment. Anglo-Amer. is an S. O. subsidiary, a dividend-payer, and has possibilities. Its stock is desirable.

M., SPRINGFIELD, OHIO: The copper producers are facing a dubious situation. With the price of the metal no longer fixed by the Government, it is now a "free-for-all fight" for domestic orders, and competition may result in marked reduction. The Copper Exports Association, just formed and including the leading companies, will stabilize the export price of copper. The future of the industry depends on an unknown factor, namely, the extent and the urgency of the demand for copper both at home and abroad.

C., BOSTON, MASS.: The short-term notes of some leading companies have sold well because of their unusually high yield, but one must often take stories of over-subscription with a grain of salt. New securities have been advertised as having been

over-subscribed when in fact they have not been, and they could afterward have been bought at less than the issue price. It is strange that bankers distributing such securities should countenance, and that newspapers should print, misleading statements. This practice tends to destroy public confidence in financial promotions.

J., WEST POINT, GA.: Until tariff protection is increased iron and steel companies will not maintain their earnings. Republic Iron & Steel will suffer with the rest. I am told that Wright-Martin common on the books stands at around \$5, but its future depends upon how the government will treat the company. A dividend-payer would be preferable. Studebaker common is high enough for its present dividend. Willys-Overland, paying a moderate dividend, is a fair speculation and good to hold. Nobody can foresee the price movements of the next few weeks.

L., LEBANON, PA.: Miami Copper's production is large and in 1918 surpassed that of 1917, but the outlook for copper is just now far from assuring. In a few weeks it may be possible to determine whether prices will hold or slump. In the latter event copper dividends will undoubtedly be cut. Beth. Steel 8 per cent. pfd. is an excellent stock. The dividend on common may not be kept at the 10 per cent. rate, but the pfd. dividend seems secure for the present. You are right in selecting first-class pfd. stocks for investment and you might add to them the better class of bonds.

S., JAMESTOWN, N. D.: From the standpoint of safety the bonds you name might be ranked as follows: San Antonio and Aransas Pass first gen. mort. 4's, guaranteed, principal and interest by the Southern Pacific; Western Pacific first mortgage 5's; B. & O. ref. and gen. series A 5's; St. Paul convertible B. 5's; C. & O. convertible 5's; St. Louis and San Fran. prior lien series B 5's; St. Paul & Kansas City genl. 4's. These bonds are reasonably safe for a business man, but if you intend to make a trust fund of your \$10,000 it would be better to buy securities of a higher grade.

S., WHITEHALL, ILL.: Beth. Steel, Amer. Tobacco, and Pittsburgh Plate Glass common stocks are business men's investments, the pfd. of each company being a better purchase. Among oil stocks with both an investment and a speculative quality are Ohio Oil, quoted at this writing at 316 and paying \$24 per year, making the yield on market price over 7%; Anglo-Amer., selling at about \$17½ and paying 30% on par (about \$5); Texas Co., selling at about \$188, and paying 10%. Among minor oil stocks paying dividends and having a future are Cosden and Co., Elk Basin, Sapulpa and Oklahoma Prod. & Ref.

G., NEW ORLEANS, LA.: There are no strictly low-priced railroad preferred stocks which have been "paying dividends for years." There are good railroad pfd. issues which are cheap at present figures. Among these are Atchison pfd., U. P. pfd., K. C. So. pfd., and Reading first and second pfd. Rock Island 7 per cent. pfd., a recent addition to the dividend payers, and C. C. & St. L. pfd. are also good purchases. There is no likelihood that the railroads will be left in government charge for the next five years. Government management has not been satisfactory. The Manhattan Shirt Co. and Chuet & Peabody are not speculative concerns, but going and dividend-paying companies.

L., EAST ORANGE, N. J.: Since your capital is your first \$1,000, it would be safer to invest it in Liberty Bonds, now selling at a low price because persons in need of money have been dumping them on the market. At present figures they make a fair return and after the war they are bound to rise. Your list of bonds contains no first-class issue. Interborough R. T. Co.'s financial outlook is, according to its president, far from bright, and it is prudent not to purchase its bonds at present. Chicago Great Western 4's are a first mortgage and a reasonably good business man's investment. C. & O. conv. 4½'s are a business man's purchase and look safe.

G., TORONTO, CAN.: U. S. Steel common, with even its reduced dividend of 13% (5% regular—8% extra), would be a fine investment could the steel industry be assured of adequate tariff protection. After-the-war competition of foreign producers may be severe. It is safer to expect U. S. Steel common to lower its disbursement than to bank on continuance of the present dividend rate. It is always prudent to take a profit. American Car & Foundry, paying 8% and selling at about \$93, is an equipment stock and likely to be helped by peace. You can find reasonable safety and a yield of 7% or more in leading railroad and industrial pfd. stocks.

M., WEST MIDDLESEX, PA.: I would not recommend a steel or copper common stock at present as an investment for a woman. Uncertainty as to prices of products renders the future price of the common stocks uncertain. The pfd. issues of such corporations are in a better position. Beth. Steel 8 per cent. pfd. and U. S. Steel pfd. are reasonably safe. Other desirable stocks include Amer. Woolen pfd., Amer. Smelting pfd., Amer. Loco. pfd., Corn Prod. pfd. Bonds of leading railroad and industrial organizations and good farm mortgage and real estate bonds are also attractive. Diversify the investment of the \$2,000. It would seem like a good business man's speculation to even up on Midvale Steel.

S., ALEXANDRIA, LA.: As diversity of investments is always advisable, you might use a portion of your \$10,000 in buying Liberty Bonds, as you suggest. The remainder you might devote to first-class industrial or railroad stocks or bonds. Among the best railroad stocks are So. Pac., Great Northern pfd., No. Pac., Northwestern, N. Y. C., and Louisville & Nashville. Attractive industrials are the leading preferred issues. Reliable bonds include Atchison General 4's, West Shore 4's, C. B. & Q. gen. 4's, U. P. 4's, U. S. Steel s.f. 5's, N. Y. C. deb. 6's, Beth. Steel first and ref. 5's and So. R.R. first

Continued on page 104

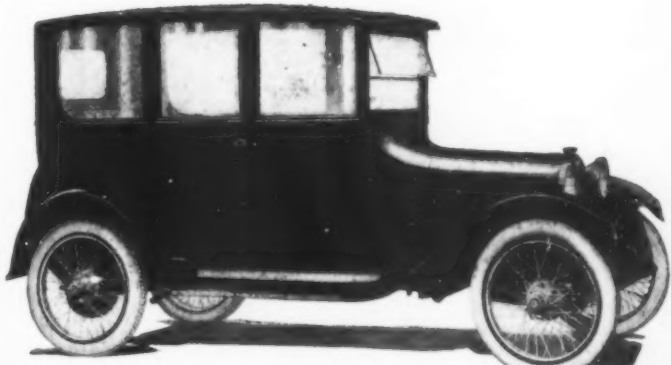
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Die Wacht am Rhein

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Jasper's Hints to Money-Makers

Continued from page 103

5's. Swift & Co. stock is a good business man's purchase, as the segregation of certain of the company's subsidiaries will result in a reduction of the capital stock and lighten the dividend burden.

C. N. Y.: Amer. Beet Sugar Co. is estimated to be earning only at the rate of 6 per cent. on common. If that is correct and if the 8 per cent. dividend is to be continued, the surplus must be drawn on. N. Y. Airbrake is a business man's purchase. The company has been paying high dividends owing to profits from war orders, which cannot continue.

L. CINCINNATI: It is the general opinion that the motor companies will, before long, if not at once, benefit by return of peace. Gaston Williams is in good hands and should keep up its dividend. Ohio Cities Gas and Columbia Gas & Electric report enlarged incomes and their returns should not be lessened. Until the railroad situation is settled Wash. A's prospects will be uncertain.

S. BOSTON, MASS.: The Philippine Ry. first mort. 4's have their interest guaranteed by the Philippine Government and are accepted as security for the deposit of U. S. Government funds. They are a first lien on all the property of the company, but as the road is losing money and getting into debt to the Philippine Government the bonds are hardly the best kind of investment. Liberty Loan bonds are preferable.

H. PITTSBURGH, PA.: Better hold than sacrifice Cosden. The company's outlook is good, though it does not warrant the extravagant expectations expressed by your friend. Affairs in Russia are likely to be unsettled for some time to come, but it seems incredible that the country should repudiate its obligations. The Lackawanna Coal & Lumber Company's prospects appear far from bright, and it would seem wise to accept whatever you can get for its issues. In investing your \$20,000 it would be well to diversify purchases. The outlook for the coppers is uncertain. Among the other stocks you mention American Car & Foundry, Rock Island 7 per cent. preferred and Southern Pacific seem safest. Still safer are American Woolen pfd., U. S. Steel pfd., Beth. Steel 8 p. c. pfd., U. S. Rubber first pfd., Corn Products pfd., and the choicest farm mortgage or real estate bonds.

B. AKRON, OHIO: It would be reasonably safe to invest at least a part of your monthly \$2,000 in Firestone Rubber common, C. & O. conv. 4 1/2's, Penna. R. R. and Western Pacific pfd. St. Paul common is not desirable at present owing to deferring of dividends. Erie common is too long a pull for a conservative investor. Sinclair Oil, though it has suspended dividends, has possibilities and is a good speculation. Willys-Overland is paying only 4% on par (\$25), but the company's outlook is bright. You might diversify your investments by selections from the following: Amer. Loco. pfd., Amer. Car & Foundry common, paying 8%; Union Bag & Paper, paying 6%; Corn Products pfd., paying 7%; Kansas City So. pfd., paying 4%; Atchison, paying 6%; U. P., paying 10%; So. Pac., paying 6%; or United States bonds, good farm mortgage or first mortgage real estate bonds.

F. SCHENECTADY, N. Y.: The appointment of a receiver for the B. R. T. was a surprise, as the company was expected to overcome its well-known financial difficulties. The trouble was due to the great increase in operating expenses, while fares remained stationary, and to the company's heavy investments in new subway lines not yet productive. The company's future is uncertain, for the city authorities appear disinclined to allow it to enlarge its revenue. The hostile attitude of municipal officials toward the public utility organizations in New York is reprehensible and has excited apprehension. It threatens disaster to legitimate enterprises. Aroused public sentiment should come to the rescue in the metropolis as it has in hundreds of other places where the needs of public utility companies have been recognized and they have been authorized to make higher rates. The Maxwell Motor Company, after readjustment of its business to peace conditions, should be able to make dividends. In view of the reduced net income the past fiscal year, the company was wise in suspending dividends and conserving resources.

New York, Jan. 11, 1919. JASPER.

Free Booklets for Investors

As investments for savings the Farm Mortgage Trust Company, 543 Jackson St., Topeka, Kans. recommends 6 per cent. first mortgages on improved farms, in amounts of \$300 and up. Full particulars sent on application.

Mortgage loans bearing 7 per cent. and based on improved Seattle property are dealt in by Joseph E. Thomas & Co., Inc., Third Avenue and Spring Street, Seattle, Washington. The company will honor any requests for information.

Business men and investors find the Bache Review's weekly information and suggestions a valuable guide in their transactions. Copies free on application to J. S. Bache & Co., members New York Stock Exchange, 42 Broadway, New York.

Offerings of municipal bonds yielding from 4.2 to 5.5 per cent. and exempt from Federal income tax are made by Farson, Son & Co., members N. Y. Stock Exchange, 115 Broadway, New York. Full details furnished on request, together with Investment Suggestions, Circular No. 12130.

The unsold portion of \$50,000 in 7 per cent. bonds secured by first mortgage on Seattle business property is recommended by the Northern Bond & Mortgage Company, 808 Third Avenue, Seattle. The bonds are in denominations of \$100 to \$500. Illustrated details will be mailed by the company.

Walla Walla County, Washington, 7 per cent. drainage bonds, maturing in from three to fifteen

years and netting 6 1/2 per cent., are offered by Eyman & Co., investment bankers, Hoge Building, Seattle, Washington. The company sends a descriptive circular to any address.

Liberty and many other \$100 bonds, now at attractive prices, can be bought outright or on the partial payment plan. A list of baby bond offerings and booklet B-4 "The Partial Payment Plan," giving complete directions to investors, may be obtained of John Muir & Co., the well-known specialists in odd lots, 61 Broadway, New York.

Bonds of Washington municipalities, in units of \$200 and \$500, yielding 5 1/2 per cent. to 6 1/2 per cent. and exempt from income tax are dealt in by the Northwest Trust & Savings Bank, Seattle, Washington. The bank has been in business for a quarter of a century and has served clients all over the United States. It sells securities of the more conservative type. Write to it for Circular A 1110.

Whether the Government should continue to operate the railroads or not is a question considered pro and con in "Securities Suggestions," issued by R. C. Megargel & Co., 27 Pine St., New York. This publication currently discusses important financial developments, and numbers 21 and 22 contain special articles of unusual interest. To get the firm's free booklets write for 17-D.

Investment information of much value is presented in "Questionnaire for January Investors," published by S. W. Straus & Co., 150 Broadway, New York. From it one may learn to distinguish sound from unsound investments. It can be had without charge, together with circulars describing desirable 6 per cent. investments, by applying to Straus & Co. for Circular No. L-903.

First mortgage gold bonds in denominations of \$100 to \$1,000, bearing 7 per cent. interest and based on a new metropolitan apartment building in Atlanta, are being distributed by G. L. Miller & Co., S-1017, Hurt Building, Atlanta, Ga. The bonds are free from normal Federal income tax up to 4 per cent. Booklet, "Miller Service," and descriptive "Circular 158" will be mailed to any applicant.

Wonderful prosperity of the South has created widespread confidence in Southern securities. Southern municipal bonds especially are highly regarded because of their attractive yields, their safety and their exemption from Federal income tax. A booklet giving full descriptions and prices of these and other Southern issues may be obtained from the bond department of the Hibernia Bank & Trust Co., New Orleans, La.

Being unaffected by changing conditions, dependable and marketable, Iowa first farm mortgages and tax-free municipal bonds are attracting many investors. The bonds are in denominations of \$50 to \$1,000 and can be purchased, if so desired, on partial payments. Detailed information about them is contained in the free book, "Iowa Investments No. 1531," obtainable from the Bankers Mortgage Co., Des Moines, Iowa.

Anybody with a capital of about \$4100 can derive a good income from it by buying 50 shares of Cities Service pfd. stock. This investment will yield \$25 per month, and the dividends will be paid monthly. The Cities Service Co. is one of the most highly regarded oil and public utility organizations in the country. Its securities are in wide demand. A full statement regarding this investment chance may be had by writing for Circular LW-90 to Henry L. Doherty & Company, 60 Wall Street, New York.

Investors seeking desirable bonds and notes yielding a liberal return can obtain valuable assistance from the bond department of the Guaranty Trust Company of New York, 140 Broadway, New York. The department has on hand a large and diversified list of investment securities suitable for all individual requirements. The services of the company's experts are available through its offices in New York, its correspondents in a number of cities and the mails. The company issues a monthly booklet, "Investment Recommendations," which will be supplied to any investor on request.

An attractive investment opportunity is called attention to by the Federal Bond and Mortgage Company, 90 E. Griswold Street, Detroit, Michigan. The company owns and offers \$120,000 first mortgage 6 per cent. serial bonds, secured by property occupied by the Western Electric Company in Detroit, and valued at more than twice the par of the bonds. The buildings are large and modern and the Electric Company has leased them for thirteen years. They yield a net annual income of nearly \$10,000. The bonds are in denominations of \$100 to \$1,000. Further details may be secured by writing to the Federal Bond and Mortgage Company.

Owing to the growth of its business the strong and responsible National City Company, National City Bank Building, New York, has established correspondent offices in thirty-two of our leading cities. Each of these offices, as well as the company's two offices in New York, is prepared to render unusual service to investors in general and bond buyers in particular. Holders of Government, State, and municipal bonds enjoy incomes from the safest forms of investment securities and the company deals largely in these. The company advises and aids all investors applying to it, and that its clientele is steadily increasing proves that its service is highly satisfactory. For the benefit of investors the company has gotten up a very neat little calendar with a bond interest table on the reverse side, the size of a business envelope. The interest table is especially helpful in calculating interest on securities. This calendar will be sent free to any reader of this department who may write to the National City Company for it.

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Readers' Guide and Study Outline

Edited by DANIEL C. KNOWLTON, Ph.D.

Weekly Suggestion. America's part in shaping affairs across the sea is emphasized in the pictures and articles in this issue, particularly on pp. 85, 87 and 80. The future of the American navy is now under discussion. Below will be found some timely reading apropos of the President's visit to Paris. These will appear from time to time with the object of acquainting our readers with some of the problems before the coming peace conference.

They Have Reached Their Objectives and The President's Arrival in France, pp. 85, 80. What was the President's object in visiting Paris? What other objectives did he have in view of his trip abroad? Trace his route to date. How do you explain his selection of these particular cities? To what city in this country could Paris be compared? How important a part does it play in the life of France today? How important a part has it played in the life of France in the past? What other important scenes in history has this square witnessed? How important is the scene pictured here in comparison? What do you regard as the special qualifications of these men who have been selected to represent this country at the peace table? What other important treaties in history have been signed here? Have we been directly or indirectly interested in any these? (see article in issue of January 4 in this connection). What objective have our boys reached as shown in the lower picture? Point out the object sought and the importance of attaining it. What connection is there between what they have been doing and President Wilson's arrival in Paris?

The Bitter Dregs of Defeat, p. 80. Locate on the map the present residence of the Crown Prince. What part did he play in the war? How far was he responsible for the outbreak of war? for the German defeat? Argue that he should or should not be allowed to remain at Wieringen by the Allies. How far was the defeat of the Germans the result of poor officers and of bad leadership? How do you explain the great success at St. Mihiel? How does it compare with other battles on the western front in importance? What

was the purpose and what the results of the fighting in the Argonne? Justify the selection of this picture to represent what happened in this battle.

On the Heels of the Hun in Metz, p. 77. How do you explain what the people of Metz have done? In what other parts of Germany would you look for similar action? Why? Sum the services rendered Germany by the former Kaiser and then contrast these with the harm which he has done. Who was Daniel? How do you explain the Kaiser's selection of Daniel for his portrait bust? How important has the city of Strasbourg been in the history of France and of Germany? Compare and contrast the problem of Alsace with that of Lorraine. Which has the greater reason for rejoicing over the defeat of Germany and why? How do the people compare in numbers, race, occupations, etc.?

With Our Doughboys in France, p. 87. What were some of the difficulties our boys had to overcome in this "follow-up" of the Hun? In what ways were the Germans in a better position to resist them as the result of their earlier war experiences? What had the Allied forces in France learned as the result of the fighting there which made the final advance easier? How important a part did "the business organization" play in the successful conduct of campaigns? Point out the various ways in which the business experience of the Americans counted in the winning of the war. What do you regard as the outstanding traits of the Americans which contributed primarily to their success?

Our Holy Ground at Suresnes, p. 81. How serious a loss of life did the American army in France suffer? How large a proportion of the dead are represented by these graves? To what holiday would "All Saints Day" correspond in this country? What effect is the practice described here likely to have upon the future relations of America and France? Can you mention any other events or circumstances which have tended to bring the two countries together?

The Crown

Write us your verse, oh, soldier, tell us the grim, red tale,
Learned on the field of battle, where bullets fell like hail.
Pen us the ghastly story, of thousands of slaughtered men,
Till our souls are sick with horror. And then, oh, soldier, then,

Tell us in tender accents, how men with hearts of gold
Succored their wounded brothers; stripped in the biting cold
To cover the dead and dying. Give us our faith again,
Our belief in a God Almighty, in a Brotherhood of Men.

Paint us a canvas, soldier, a picture of fire and flame!
Men, mad with the lust of killing, playing their grisly game!
Show us the dead-strewn hillsides, guarding the blood-drenched plain,
A picture of war's grim horrors. And then, oh, soldier, then,

Draw us the white-capped nurses, doctors with skillful hands,
Counting their lives as nothing when human need demands
All that they have to offer. Paint us the women and men
Who bring the joy of living back to our hearts again.

Sing us a song, oh, soldier, chant in a martial strain,
Those who have died in battle, those who come home again.
Call us the mothers of heroes, call us the mothers of men,
Till our hearts are torn and bleeding. And then, oh, soldier, then,

Play us in minor cadence, a harp with a luted string,
Set to a heavenly music, the songs the angels sing.
Of a world by Love safeguarded, where wars shall ever cease,
Sing us at last oh, soldier, the Song of Eternal Peace.

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False Notions On Teeth-Cleaning

All Statements Approved by High Dental Authorities



They Ignore the Film

The old idea of brushing teeth was to remove food particles. Some ways also aimed to polish teeth.

But time soon proved those methods insufficient. Teeth still discolored, still decayed. Tartar formed, and pyorrhea remained undiminished. Statistics show that tooth troubles constantly increased.

Millions of users have discovered that the tooth brush fails to save their teeth.

Now science knows the reason. It lies in a film—a slimy film—which dentists call bacterial plaque. It constantly forms on the teeth, and it clings. It gets into crevices, hardens and stays. Old-time brush-

ing methods could not properly combat it.

That film is what discolors, not the teeth. It hardens into tartar. It holds food substance which ferments and forms acid. It holds the acid in contact with the teeth to cause decay.

Millions of germs breed in it. They, with tartar, are the chief cause of pyorrhea. Thus tooth troubles are largely traced to that film.

Science now has found a way to combat that film. It has proved itself to many able authorities by four years of clinical tests. Today it is embodied in a dentifrice called Pepsodent. And we offer you a Free tube to let you prove it out.

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As a cleanser and polisher, Pepsodent holds supreme place among tooth pastes. But it also goes further.

It is based on pepsin, the digestant of albumin. The film is albuminous matter. The object of Pepsodent is to dissolve it, then to constantly prevent its accumulation.

But pepsin alone won't do. It must be activated, and the usual activating agent is an acid, harmful to the teeth. So pepsin long seemed forbidden.

Now science has found an activating method harmless to the teeth. Five governments have already granted patents. That method, used in Pepsodent, makes the use of active pepsin possible.

Before it was offered to users, able

dental authorities proved its value by clinical tests. They placed its results beyond question. Now we offer the proof to you in the shape of a home test.

Send the coupon for a One-Week tube. Use it like any tooth paste and watch results. Note how clean the teeth feel after using. Mark the absence of the film. See how teeth whiten—how they glisten—as the fixed film disappears.

A week's trial will convince you that Pepsodent does what nothing else has done. You will see that your teeth are protected as they never were before. You will not return after that, we think, to any old-time method.

Cut out the coupon now.

Return your empty tooth paste tubes to the nearest Red Cross Station

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THE head of a Philadelphia family writes to ask us why the price of meat is so high. He wants to know especially about the increase during the past four years.

There are of course, many reasons.



Clerk hire, delivery, rent—in fact, all items entering into the operation of the retail meat shop—have advanced tremendously in cost

The heavy demand for meat, caused by large orders from the Allies, and by high wages at home, has helped to boost prices. The lower purchasing power of the dollar has also caused the prices of all commodities to increase.

But one important factor is the high cost of producing and marketing meat all along the line from farm to retailer.

The retailer, for example, must pay higher wages to clerks and more for delivery service—in fact, everything entering into store operation has advanced tremendously.

And the retailer has got to get a much higher price for meat, because he has to pay the packers more for it.

The packers, in turn, are in the same position as the retailers. It costs them more to do business. Labor, transportation, machinery, materials—all items in the packing business—have mounted rapidly. Wages of packing house laborers, for example, have increased over 100 per cent in the past three years. But

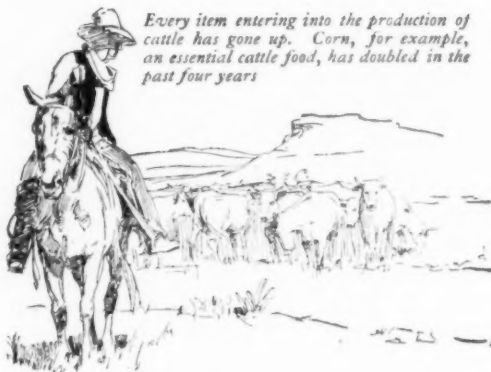
The packer's costs also have mounted rapidly. Wages of packing house laborers, for example, have increased over 100 per cent in the past three years



here again the packers have to get higher prices for meat when they have to pay such high prices for live stock.

During the past four years, cattle prices to Swift & Company advanced 74 per cent, whereas the price received for beef by Swift & Company has advanced only 61 per cent during the same period.

The farmers have had to get more for cattle because it costs more to raise them.



Every item entering into the production of cattle has gone up. Corn, for example, an essential cattle food, has doubled in the past four years

Corn, for example, has doubled during the past four years; farm labor is scarce and wages are high.

But even with these higher production costs, the price of meat has gone up no more than the price of other foodstuffs—and this in face of the enormous quantities sent overseas to our Army and to the Allies.

During the past five years, flour has increased 100 per cent, corn meal 133 per cent, sugar 65 per cent. During the past year alone, fruits have advanced 30 per cent.

If the packers were to eliminate their profits entirely, there would be practically no change in the price of meat. Swift & Company's profits average only a fraction of a cent per pound of meat.



The cost of all foods has increased during the past four years, and the advance in most cases has been greater than that on meat

Swift & Company, U.S.A.

A nation-wide organization owned by more than 23,000 stockholders



Roosevelt

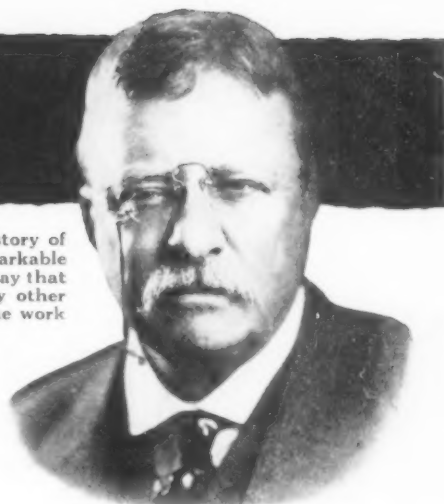
says—

It is hard to say what most to admire: the really extraordinary grasp of the essential facts of the war which is shown, or the transparent clearness with which the facts are brought out, or the entire fairness and impartiality of the conclusions."

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is welcomed by Allied statesmen and generals, his fame has spread about the world. Already, to day, clubs and schools are studying Frank H. Simonds. His latest newspaper article is treasured and passed from hand to hand. He is now in France, going over the recent battlefields with Staff Officers and Soldiers, fighting the battles over again in detail, writing their wonderful story with a thoroughness, a clearness and a comprehensive grasp of the whole great plan behind them that has never been equalled.



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